

GRAIN & FEED JOURNALS

CONSOLIDATED

LXXVII. No. 7

Chicago, Ill., U. S. A., October 14, 1936

Price \$2.00 Per Year. 25 Cents Per Copy

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

National Convention Features in this issue

Legislative:

Effect of Commodity Exchange Act
National Tendencies in Economics
The National Grain Trade Council

Drouth:

Seed Problems of the Drouth
Federal Livestock Relief
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Itinerant Trucking:

Grain Dealer Experiences with Truckers
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Inspectors:

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Revised Barley Standards Effects on Grades

Feeds:

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Weighmasters:

Suction Unloading of Grain
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Soybeans:

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Promising Outlets for Soybean Production
Safe Moisture Content for Storing Soybeans

Ass'n Affairs:

Enlarge Board of Directors
Create Office of Executive Vice President
Old Timers Help to Celebrate 40th Birthday

The Board of Directors of the Grain & Feed Dealers National Ass'n held an extra session after the Banquet closing its Fortieth Annual Convention



Directory of the Grain Trade

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Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price Current-Grain Reporter (Est. 1844). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed. 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year. 25c per copy. Entered as second class matter November 27, 1930, at the postoffice at Chicago, Ill., under the act of March 3, 1879. Vol. LXXVII. No. 7. October 14, 1936.

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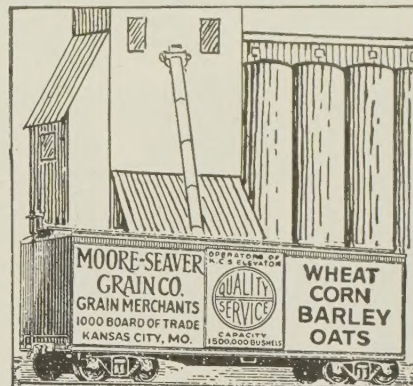
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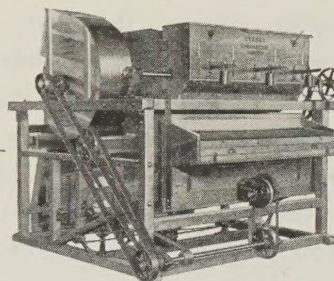
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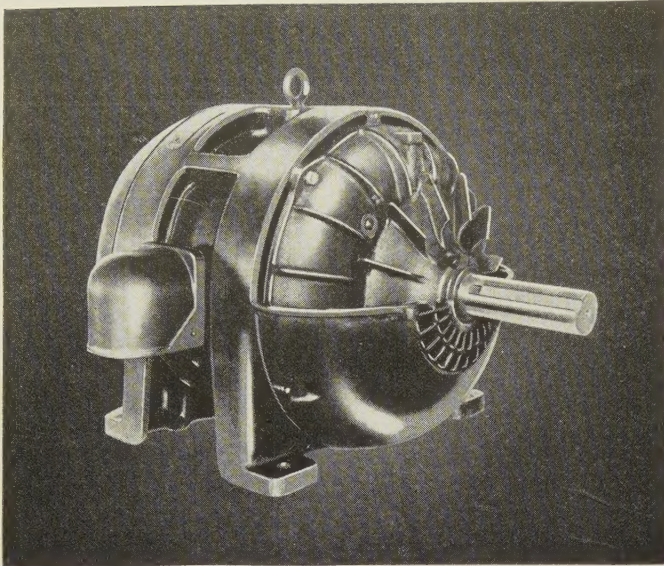
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The many fire hazards present in every grain elevator and feed mill and warehouse make this fully enclosed motor an essential precaution and protection.

For full information address Dept. M391, Fairbanks, Morse & Co., 900 S. Wabash Avenue, Chicago, Illinois. Thirty-four branches at your service throughout the United States.

6799 EA 22.35

106
YEARS OF
PRECISION
MANUFACTURING

FAIRBANKS-MORSE

Motors

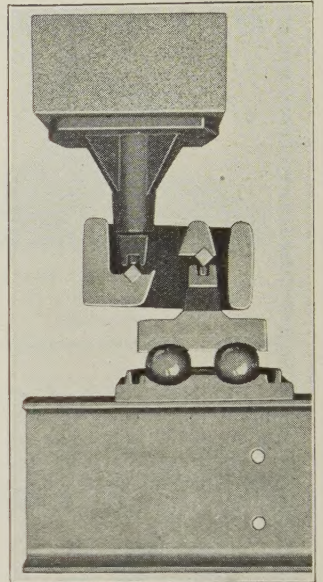
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The HEART of a SOWEIGH SCALE . . .

Every Soweigh scale is precision built, carefully tested to the specifications of each individual installation. Note the features which insure free movement of the platform in all directions:

- SKIRT on upper casting prevents water dropping into ball cup.
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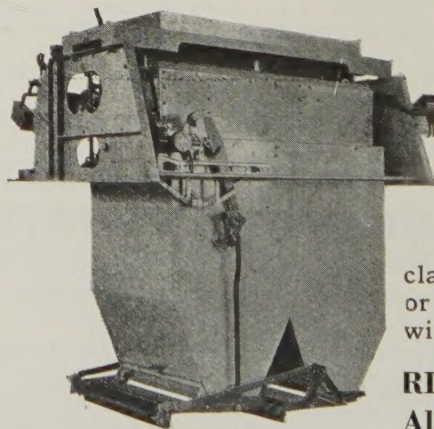


SOWEIGH SCALES

SUPERIOR SCALE COMPANY
DELAVER · ILLINOIS

GRAIN SHIPPERS!

**WATCH YOUR PRICES!
WATCH YOUR WEIGHTS!**



Both are equally important — Don't rely on obsolete, worn-out scales.

Have them put in first-class condition, or replace them with the modern

RICHARDSON
All - Automatic

Grain Shipping Scale
ACCURATE and SPEEDY

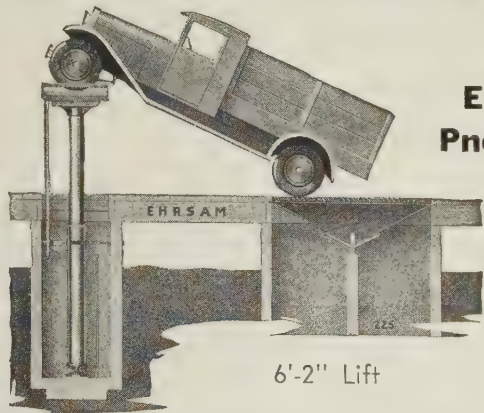
Richardson Scale Company

Factory: Clifton, N. J.

37 W. Van Buren St., Chicago, Illinois
Minneapolis, Minn.

Wichita, Kansas

EHRSAM Grain Elevator Equipment

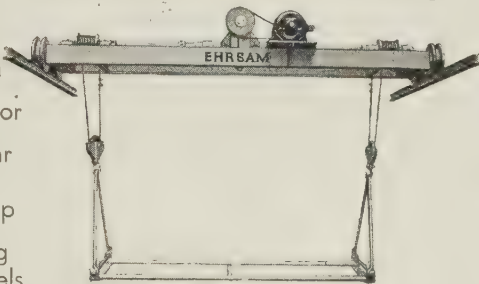


**Ehsam
Pneumatic
Auto
Truck
and
Wagon
Dump**

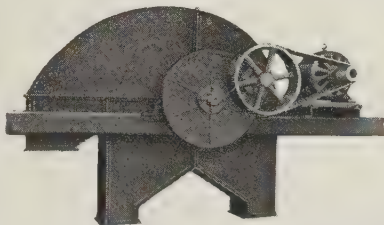
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Extra
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3 H. P. Motor
Worm Gear
Drive
Cannot Drop
Ball-Bearing
Track Wheels



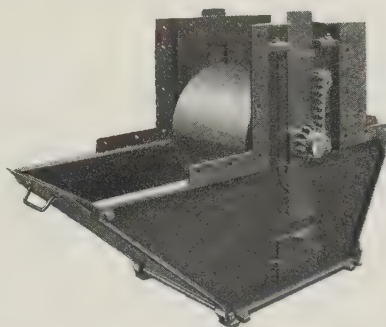
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Spur Gear
Reducer
V Belt Drive
Roller Bearings
Differential
Brake Backstop

Ehsam Roller-Bearing Boot

Non Choking
—
Automatic
Takeup
—
Timken Roller
Bearings
Grease
Only at Long
Intervals



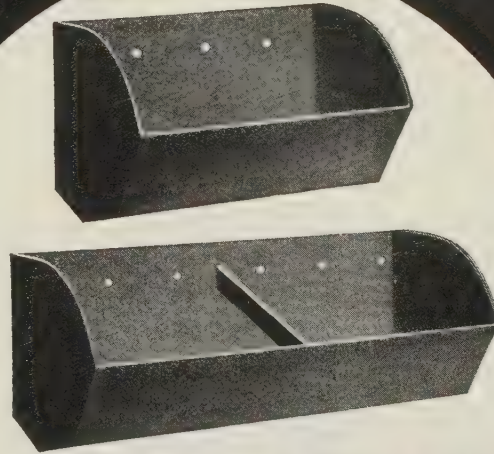
Everything for the Country and Terminal Elevator

Write for Literature

The J. B. EHSAM & SONS MFG. CO.
ENTERPRISE, KANSAS

Chicago Sales Representative
W. H. Kent, 549 W. Washington Blvd.

HAMMOND BUCKETS



for **GREATER EFFICIENCY** !

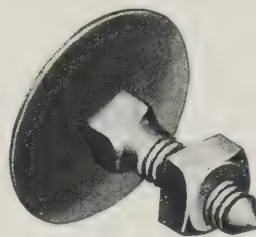
All users of this type Bucket have welcomed the new features we have incorporated in the construction of Hammond Buckets to help reduce maintenance and replacement costs, also undue wear on belts.

- Note:**
- Sturdy one-piece construction.
 - Absence of all bands. Less danger of breakdowns.
 - Nothing to interfere with pick-up or discharge.
 - Perfectly smooth inside and out.
 - Lighter in weight—hence less wear on belt.
 - Strength that promotes longer life.
 - No change in dimensions.

Our elevator bucket department is fully equipped to furnish a complete range of all sizes—as well as practically every other type bucket in general use today, such as the Salem, Buffalo, Rialto, Steel Grain, Minneapolis "V" and Steel Ear Corn. Let us supply your requirements.

***Prolong the Life of Your
Elevator Belts by Using***

CALUMET BOLTS



Designed so that the head won't pull through and also to eliminate punching the belt, which invariably weakens it, these bolts are winning in favor wherever installed. Try them and you also will say "they are belt savers."

Send for Bucket and Bolt samples and name of your dealer.

Screw Conveyor Corporation
702 HOFFMAN ST. **CALUMET** HAMMOND, IND.
SCREW CONVEYORS **PRODUCTS** ELEVATOR BUCKETS

GRAIN ELEVATOR BUILDERS

HORNER & WYATT
*Engineers*Designers of Grain Elevators
and Feed Mills

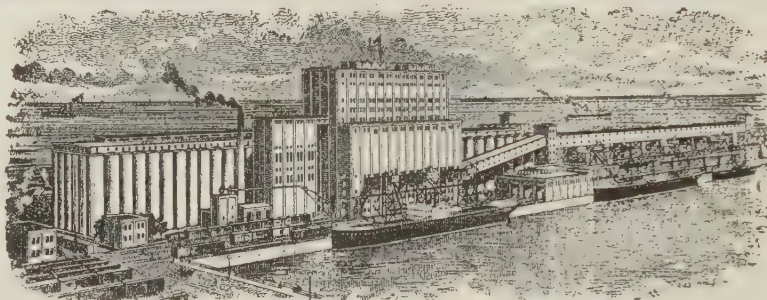
Power Problems a Specialty

470 BOARD OF TRADE KANSAS CITY, MO.

ZELNY**Thermometer System***Protects Your Grain*Estimates cheerfully given.
Write us for catalog No. 6.**Zeleny Thermometer Co.**

542 S. DEARBORN ST.

CHICAGO, ILL.

Capacity
5,000,000
Bushels*Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders*

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

H. G. ONSTAD
PRES.-GEN MGR.
Phone Harrison 8894L. V. HEUSER
VICE-PRES.**Santa Fe Elevator "A"**

Kansas City, Kans.

Capacity
10,500,000 Bushels**JOHN S. METCALF CO.***Grain Elevator Engineers and Constructors*

105 W. Adams St., Chicago

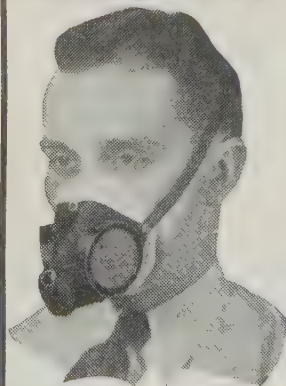
460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

12-15 Dartmouth Street, London, England

DUPOR**COVER'S**

New Automatic Rubber

RESPIRATORPatent 2,000,064. Revolutionary,
collapsible, reversible, perfect exhale
valve, comfortable face cloth and
double filter chambers.Two in one and costs less than the
old type.All dusts, paint sprays and lighter
fumes.

Price \$18.00 per doz.

Upon receipt of \$1.50 one will be
sent as a sample. Money will be re-
funded if not as represented. Extra
filter pads, 1c each.**H. S. COVER**

1937 Chippewa St., So. Bend, Ind.

*Made in two models*The SUPERIOR "D.P." Elevator Cup is our standard. They
increase capacity; scoop full, and do not break grain. The
"O.K." style has a large flare so that discharge can be
made at very high speeds. Fine for damp or sticky materials.

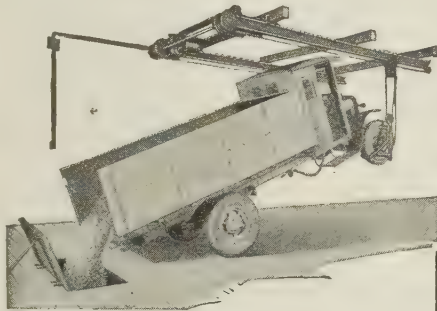
Send for Table of Speeds and Inches.

K.I. Willis Corporation
MOLINE, ILLINOIS

GRAIN ELEVATOR BUILDERS

McMillin Truck Dump

For Electrical Power



The above dump represents the outcome after years in the business of manufacturing of Truck Dumps. In the endeavor to make a dump which would fill the desires of hundreds of elevator owners, each having different ideas. This is why we can honestly say that we now have a dump that will satisfy 99% of unbiased grain elevator operators.

Consider its installation, cost, efficiency, handiness and speed.

Address

L. J. McMILLIN
525 Board of Trade Bldg.,
INDIANAPOLIS, INDIANA

Clark's Car Load Grain Tables

Eighth edition, extended to show bushels in largest carloads, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000 to 129,950 lbs.	to bushels of 32 lbs.
20,000 " 74,950 "	" " " 34 "
20,000 " 118,950 "	" " " 48 "
20,000 " 140,950 "	" " " 54 "
20,000 " 140,950 "	" " " 60 "

Pounds in red ink; bushels in black, 48 pages. Linen ledger paper reinforced, bound in keratol with marginal index. Weight, 8 oz.

Price \$2.50 at Chicago

GRAIN & FEED JOURNALS
Consolidated
332 So. La Salle St., Chicago

You Can Sell Your Elevator

by advertising directly
to people who want
to buy, by using a

Grain & Feed Journals
For Sale Ad

WE BUILD GRAIN STORAGE

29 Years' Experience
Send us your inquiries
POLK GENUNG POLK COMPANY
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HOGENSON

Construction Co.
Designers and Builders
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REMODELING
Corn Exchange Bldg. MINNEAPOLIS, MINN

WE REPAIR

Concrete Structures and Moisture
Proof by
GUNTEX METHOD
Cement Gun Construction Co.
537 S. Dearborn St. Chicago, Ill.



is not only essential, but absolutely necessary when loading grain into cars. You get speed, and at the same time fill the car from end to end when you use a BOSS Car Loader. Write for details.

Pneumatic Grain Machinery Co.
DAYTON, OHIO

I have been a subscriber to your publication for many years and have received many valuable suggestions as well as some good advice.—Judson Co., by R. V. Judson, Detroit, Mich.

WE SPECIALIZE

In Modernizing Country Elevators
Our recommendations will cost you nothing. When do you wish us to submit estimates on remodeling your grain-handling facilities?
THE VAN NESS CONSTRUCTION CO.
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GRAIN ELEVATOR BUILDERS

Feed Mills Coal Plants
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MINNEAPOLIS MINNESOTA



Concrete Costs No More

Let us prove it.
Plans and estimates
on your needs made
cheerfully.

CHALMERS & BORTON

Designers & Builders
28 E. 1ST ST. HUTCHINSON, KAN.

CONCRETE

CONSTRUCTION OF
Grain Elevators—Feed Mills—
Flour Mills—Coal Pockets
RYAN CONSTRUCTION CO.
503 Keeline Bldg. Omaha, Neb.

For Real Results

Use

CALUMET

Pat.
U. S. &
Foreign
Countries

Elevator Cups

C. S. Woolman, Mgr., Feed Dept., Hales & Hunter, Chicago, Ill.,
Mfrs. of RED COMB Products, has this to say about CALUMET
Cups:

"Some three years ago you talked us into installing, in our grain elevator at Riverdale, on our large unloading legs, CALUMET Cups, and after use we found they had a much better discharge at higher leg speed than any other cup we had ever used. After this experience, without any sales effort on your part, and voluntarily, we ordered some for our feed mill to be used as meal legs and found they worked equally as well, again, having the added advantage of greater capacity by good discharge for increased leg belt speed; so we now install them regularly as we are sold on their merit."

Let Us Solve Your Problems

B. I. WELLER Sole 704 Hoffman St., Hammond, Ind.
Manufacturer 327 S. La Salle St., Chicago, Ill.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

COLORADO—15,000 bus., elevator. Grain feed, coal and livestock business for sale. Address Box 156, Kit Carson, Colo.

CENTRAL IOWA—Grain elevator, 50,000 bu. capacity; feed and seed business; electric power; priced right to settle estate. Box 4, Dysart, Iowa.

SOUTHWESTERN OHIO—6,000 capacity; own ground; electric power, hammer mill, mixer; good grain, feed, coal territory; small capital required to handle. C. R. Bales, Xenia, Ohio.

CENTRAL ILLINOIS—Two modern elevators; in corn belt; excellent properties, location and business. Terms. Address 76U10, Grain & Feed Journals, Chicago, Ill.

N. ILLINOIS—Five grain elevators, with coal, lumber business. Cash to close estate. No trades. Good locations. Offered cheap to go quick. Holcomb-Dutton Lumber Co., Sycamore, Ill.

MINNESOTA—125,000 bus. iron clad frame cleaning and transfer elevator for sale, electric power, fast handling, good cleaner equipment, Northwestern road, a good transit point, and in good barley territory. Real bargain price. Banner Grain Co., Minneapolis, Minn.

IOWA—50,000 bu. concrete elevator; 300 bbl. mill; large two-story brick warehouse, concrete foundation. Good wheat crop, good trade territory. Will consider immediate cash offer of \$15,000 for the entire property, including equipment and land. Replacement value over \$100,000. Will gladly show property. Address Martens & Ketels Milling Co., Sioux City, Iowa.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business. USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

KEEP POSTED

GRAIN & FEED JOURNALS CONSOLIDATED

332 So. La Salle St., Chicago

A consolidation of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm

Capacity of Elevator

Post Office

State

ELEVATORS WANTED

TRADE clear land for elevator or Midget Mill. Koch, Hutchinson, Kansas.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

HELP WANTED

WANTED—Salesmen to handle best line of farm salt to elevators and stores on commission basis. For particulars, write Box 328, Saginaw, Mich.

SITUATION WANTED

COMPETENT elevator manager with several years' experience desires change of location. Grain men and banks for reference. Address 76U8, Grain & Feed Journals, Chicago, Ill.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" column of the Grain and Feed Journals, Consolidated, Chicago, Ill.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

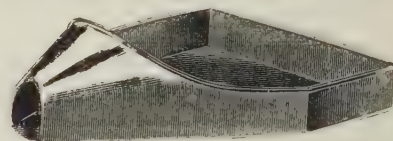
RAT EXTERMINATOR

RAT LUNCHES—Kills rats and mice without poison. Ready to use. Just lay them out. Endorsed by agricultural authorities. \$1 large package—\$3.50 a carton prepaid. Salesmen-Distributors wanted. Rat Lunches Co., Carroll, Ia.

BUSINESS OPPORTUNITIES

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of GRAIN & FEED JOURNALS, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish: assists users to judge of the color and to detect impurities.

Grain Size, 2½x12x16½", \$2.00; Seed Size, 1½x9x11", \$1.65, at Chicago.

GRAIN & FEED JOURNALS
Consolidated
332 So. La Salle St., Chicago, Ill.

Shippers' Certificate of Weight

for use in advising receivers of the amount and grade of grain loaded into a car. Especially adapted for filing claims for Loss of Weight in Transit. Each certificate gives: "Kind of scale used; Station; Car Number and Initials; Shipper's Name;—lbs. equal to—bus. of No. —; Date scales were tested and by whom; Car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; name of the weigher." On back is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond; duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers. 75 originals, 75 duplicates and four sheets of carbon paper. Size 4½x4¾ inches. Weight 11 ozs.

Order No. 89 SWC.
Price \$1.00, plus postage

Grain & Feed Journals
CONSOLIDATED
332 So. La Salle St., Chicago

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 76D6 Grain & Feed Jnls., Chicago.

FOR SALE—One 25 hp International Mogul Engine; A-1 condition; \$50. Home Oil Co., Morton, Ill.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 76D8 Grain & Feed Journals, Chicago, Ill.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 76D7 Grain & Feed Journals, Chicago, Ill.

FOR SALE—Some good used feed mill machinery, also rebuilt Diesel engine. Write H. N. Vredenburg, Muncy, Pa.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 76D5 Grain & Feed Journals, Chicago, Ill.

ALLIS-CHALMERS 15 hp motor; 5"x8" bucket elevator, complete; good and safe truck dump; 4 bu. auto. scale. W. W. Pearson, Reynolds, Ind.

VERTICAL MIXER bargains. priced delivered; also re-built motor bargains, guaranteed same as new. Address Midwest, 728 E. Delaware, Kansas City, Mo.

FOR SALE—Second hand elevator and feed mill machinery, leather belting, pulleys and shafting. Write us. Weaver Sales Corp., 206 Corn Exchange Bldg., Minneapolis, Minn.

FOR SALE—1 JB Hammermill No. 2, \$225; one 25 barrel Midget Mill, \$200; one 20 hp. 60 cycle, 220 phase Fairbanks-Morse motor, \$200; all f.o.b. our city. Wolfram Grain Co., Brownsburg, Indiana

NEW AND USED Anderson's Superior Feed Mixers, above and below floor hoppers, 500, 1,000 and 2,000 pound sizes. Hog Feeders, 22 bushel capacity. Buy direct from factory. Write for circulars and prices. Anderson Manufacturing Co., Paris, Ill.

BURTON TON MIXER with loading leg, ceiling installation, floor level hopper. Bauer 19" Attrition Mill with "A" drive. Monarch 20" Attrition Mill. Monarch Crusher. Sullivan Crusher. Nordyke Corn Meal Grinder. JB Hammermill. 70 bbl. flour mill equipment. Wolf Wheat Washer. Two stands Allis-Chalmers double rolls 9x24. 75 hp. 3-phase motor. O. F. Merwin, Erie, Pa.

FOR SALE

30 hp Papec Mill complete with motor
No. 4 Monitor Receiving Separator
No. 122 Standard Seed Cleaner
50 hp Type Y, F-M Engine
26" Bauer Attrition mill with 2, 25 hp motors
½ ton Vertical Feed Mixer
½ ton Horizontal Feed Mixer
Send for complete list of rebuilt machinery.
Sidney Grain Machinery Co.
Sidney, Ohio

MACHINERY BARGAINS

No. 9 Clipper Cleaner; No. 6 Invincible Tri-screen with BB fan shaft. No. 4 Monitor Cleaner; Munson Mixer; Sprout-Waldron vertical mixer. Fairbanks 6 bu. automatic scale; Howe Hopper Scale; Fairbanks Flour and Barrel Scale; 10,000 lb. Standard scale. JB and Gruendler hammer mills; motor and belt driven attrition mills, all makes and sizes. Corn cutter and grader (new), cob crushers. Sidney corn sheller; Triumph corn sheller; Duplex corn cutter and Grader; 25 bbl. Midget mill; 60 bbl. Midget mill; one No. 89 Clipper; 2 and 3 pr. high feed rolls; pulleys, magnetic spouts. Everything for the feed mill and elevator. A. D. Hughes Co., Wayland, Mich.

ALMOST ANYTHING YOU WANT can be promptly obtained through JOURNAL want ads.

MACHINES WANTED

WANTED—Good used half ton feed mixer. W. D. Rapp & Son, Sabina, O.

WANTED—3 pair high roller mills and stationary engines. Bourbon Grain Exchange, Bourbon, Ind.

WANTED—29D Clipper; Sutton-Steele Gravity Cleaner; No. 6 Monitor; Corn Cracker & Grader. Address 76U12, Grain & Feed Journals, Chicago, Ill.

WANTED—Reel sifter and rotary cutter; No. 1 or No. 1½ size. State make, condition and prices desired. Address 76U9, Grain & Feed Journals, Chicago, Ill.

THE WANTED-FOR SALE DEPARTMENT of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

MOTORS—GENERATORS

ELECTRIC MOTORS, Generators, Air Compressors, engines, pumps, all makes, types and sizes. All completely rebuilt. One Year Guaranteed and attractively priced. Write us on your requirements. Rockford Electric Equipment Co., 728 South Wyman St., Rockford, Illinois.

ELECTRIC MACHINERY—Motors, M-G sets, Generators, Pumps, Compressors. Write for attractive quotations on your requirements. Save half on Guaranteed Rebuilt units. Specials—Totally Inclosed, 60 h.p. bb. Motor, 900 rpm; 2—7½ h.p., 1 at 1800 and 1 at 3600 rpm. Chicago Electric Co., 1331 W. 22d St., Chicago, Ill.

ENGINES FOR SALE

ANY KIND, ANY SIZE, Any Price engine which is not in use, and which you wish to sell will find many ready buyers if advertised in the "Engines For Sale" column of GRAIN & FEED JOURNALS. Try it.

SEEDS FOR SALE

SEED OATS that grow and win favor with those who plant them. Rice Grain Co., Metamora, Ohio.

Every penny invested in a Journal "Wanted-For Sale" ad returns an amazing per cent of profit.

Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

Grain & Feed Journals

Consolidated

332 So. La Salle St. Chicago, Ill.

Duplicating Scale Ticket Book

A labor-saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued, so altered or spurious tickets may be readily detected.

This book contains 100 leaves of white bond paper, machine perforated, bearing 800 tickets of form shown, inter-leaved with 100 blank manila sheets. Well printed and bound in heavy board covers. Supplied with 4 sheets of No. 1 carbon paper, size 8½x11 ins. **Order Form 62. Price \$1.45, plus postage.** Weight 3 lbs.

Cash with order for twelve books earns 10% discount.

Send all orders to

Grain & Feed Journals Consolidated

332 So. La Salle St., Chicago, Ill.

_____ 19			
Bought of _____			
Load of _____			
Price _____	Per Cwt.	Gross _____	Lbs.
Price _____	Per Bu.	Tare _____	Lbs.
Driver _____	on, off.	Net _____	Lbs.
		Net _____	Bu.
_____ Weigher.			

(Three-Fourths Actual Size)

ST. LOUIS

"The Central Market"

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Oklahoma, Nebraska, South Dakota, Colorado and States further west—

The terminus of eastern trunk lines, and having direct through lines to the gulf, including a modern government-operated barge line to New Orleans, at a differential of 3 cents per hundred under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling their product for export and to the cotton-producing South also take a large percentage of St. Louis grain receipts—

Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—

Ballard-Messmore Grain Co.

Barkley Grain Co.

R. H. Baumgartner & Co.

James E. Bennett & Co.

Cargill Grain Co.

Checkerboard Elevator Co.

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GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

AMERICAN ELEVATOR &
GRAIN TRADE
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., OCTOBER 14, 1936

MANY ELEVATORS are now building attractive show windows on the street fronts of their offices for exhibiting side lines in a way to promote sales.

THE INCREASING sales of Diesel engines to grain elevator and feed mill operators provides convincing proof that this latest improvement in power producing units is both dependable and economical.

IMPROVEMENTS in grain handling facilities continue unabated, proving that grain dealers generally have every faith in the determination of U. S. farmers to grow a large crop next year in spite of drouth and restrictions.

PEDDLERS' TRUCKS are not to be put out of business by a railroad owned truck line if the Interstate Commerce Commission can prevent it, judging from its ruling declining to approve of the control of a rival truck line by the Pennsylvania (railroad-owned) Truck Lines.

SEEDSMEN desiring to know their limitations under the new Patman Act will find the analysis of the law from their standpoint as published in this number most informing.

ANY OPINION by the solicitor of the Department of Agriculture on the relationship of the commission merchant to his customer being simply one of principal and agent is vitiated to the extent the opinion ignores the fact that the commission merchant guarantees the customer's trades with the Board of Trade Clearing House.

CONSTRUCTING the outside walls of a grain storage or handling plant of non-combustible material may give the impression that it is fireproof, but if the fire fiend learns that the house contains partitions, leg casings, floors, platforms and moving forms of wood the owner will soon learn that he was deceiving himself most outrageously.

THE WINTER of 1936-37 promises to confront the feed dealer and grinder with more puzzling problems than for many years. Naturally the merchant able to give customers the most helpful advice will be consulted and patronized most frequently in the future. A careful study of the latest developments in profitable feeding places a merchant in position to help feeders to the advantage of all concerned.

COAL MINERS thru their new Com'ite for Industrial Organization are attempting to organize the grain elevator workers of Chicago, altho the coal miners have nothing in common with the elevator workers. The chief of the C. I. O., who heads the insurgent miners, has the most expensive quarters in Washington, and the grain elevator workers if they yield to the importunities of his paid organizers will have the privilege of contributing to the support of this labor czar.

CORPORATIONS not only pay a heavy income tax on their total earnings, but the new federal surtax on undistributed profits imposes penalties ranging from 7½ to 37 per cent of the earnings retained in the business. Managers learned long ago that the distribution of all current earnings of a business was a great handicap to its future growth and in some cases has been quickly followed by bankruptcy. Cash is needed for the successful conduct of every business and any bar to ample working capital is sure to shrink the activities of business and jeopardize its continuance. Our Congressmen seem to have overlooked the fact that Government cannot tax employers out of business without hurting employes and drying up the Government's sources of tax revenue.

The National Convention

The 40th Convention of the Grain and Feed Dealers National Association will long be remembered for the lavish entertainment by the Milwaukee Grain & Stock Exchange members and the many well attended, full-of-pep group meetings. The pessimistic claim of unsuccessful association workers to the effect that, "the grain trade is dead" was scoffed at every turn by the enthusiastic gatherings of men with common interests. The many group gatherings permitted dealers to attend sessions for the discussion of subjects in which they had major interest. While the attendance at some of the meetings preceding the 40th annual may have been larger, the action, the interest, and the intelligent presentation of the subjects listed was never excelled.

No grain dealer who witnessed the convention in action would think of denying his business the permanent benefits of his trade's association work. No grain merchant can look back over the accomplishments of the Association during the forty years of its existence without pondering with pride over the many reforms attained of direct benefit to his business.

When the Association was organized, few cars loaded with grain arrived at destination with the full weight entrusted to it. The car sweepers, shrinkage in handling, and "the invisible loss," which the railroads still chatter much about, generally wiped out any profit the grain shipper had in his property. Coopering a car was unheard of, much less lining it with paper.

The early adoption by the Association of arbitration rules and of trade rules to help grain dealers to recognize the rights of others and the responsibilities of themselves in every trade dispute or difference has done much to give all members of the trade a clear understanding of what is right.

The wide variation in the grading of grain in the different markets emphasized by the numerous exhibits at the great 1901 convention in Des Moines proved the utter impossibility of fairly comparing the grading in the different markets or of indulging in inter-market trading without differences and disputes. The uniform rules for grading grain in vogue today are the direct result of long drawn out discussions at a number of trade conferences and meetings of the National Association that developed the final remedy for the intolerable differences in grading rules so the trade has the National Association to thank for uniformity in grading rules.

The trade must also thank the National Association for much of the promotional work leading up to the adoption of uniform bills of lading.

Although the grain trade has not often knocked at the halls of Congress for legislation particularly favorable to

its activities, still it has done much to soften legislation antagonistic to the grain trade.

The work of the Association in showing up unfair dealers who are not disposed either to arbitrate differences or to abide by the decisions of the Association's Arbitration Committee or its Board of Appeals has minimized the risk of trading with members at a distance. At the beginning of the Association, the sharp traders, the tricksters who were always alert to take some small advantage were numerous. Today such a shark experiences great difficulty in remaining in the business throughout the marketing of a single crop.

The Milwaukee market has now entertained the National Association most lavishly for the third time and thereby has contributed much to the promotion and advancement of better methods and fairer practices for the entire grain trade. No grain dealer who attended the Milwaukee meeting but what is glad of the opportunity to support such a live, alert organization working in the common interests of the entire trade. Its constructive accomplishments throughout its forty years have been most creditable and most helpful in improving the efficiency of our grain marketing machinery.

The success of the Association in still further improving grain trade conditions and methods depends solely on the dealers with vision, energy and zeal to continue the work in the interest of all the trade.

Safeguarding Certificates Grade and Weight

For over half a century regular dealers in grain have accepted without hesitation formal certificates of grade and weight of grain as authentic. Buyers have often doubted the correctness of the grading and appealed to a higher authority, but they have never doubted that the certificate recorded the exact finding of the inspector until recently when it was discovered that official certificates were being changed without consulting the inspector who issued them or notifying the seller who was expected to accept settlement on the basis of the altered certificate.

The exposure of this fraudulent practice immediately aroused all grain grading and weighing authorities and steps are being taken to safeguard all certificates against alteration. The Michigan Bean Shipper's Ass'n has adopted tags of a different color for each of the commercial grades of beans and grain grading authorities through the use of special paper, perforating machines and indelible ink, are making it most difficult for expert penmen to change a certificate without easy detection. Weighing authorities are also investigating different means of protecting their certificates

against fraudulent changes, so the trade now has every reason to respect official certificates of inspection and weighing with old time confidence.

Government Ownership of Railroads

The menace of government ownership of railroads is looming larger than ever under the encouragement given by Washington politicians. One of the most powerful of these is Senator Wheeler of Montana who has a bill providing for government ownership.

In the present campaign of the bureaucrats to regiment the farmer and all business the railroads are seized upon as the best entering wedge. Once get the transportation business under government ownership the way will be easy to control other public utilities and to build up an overwhelming political patronage system based on the great number of jobs to be handed out.

Besides the direct method of enacting a law for the government ownership of railroads the conspirators are cunningly at work to make it seem to the railroad bondholders and stockholders that government ownership is the only way out for them to get any return on their investment. The politicians are trying to make it unprofitable to own a railroad, by enacting full crew laws, train length limit and the 6-hour day. The railroad managements are yielding to political pressure in assenting to pension rules and the installation of power reverse gears on locomotives. These burdens would add an estimated annual expense of nearly \$600,000,000 to train operation.

Confronted with the impossibility of raising rates to meet the increased cost of operation the railroads must be kept in operation at the expense of the taxpayers, just as in Canada after taking over one of the two big railroad systems the government became obligated to pay \$1,276,000,000, besides having paid out \$1,393,000,000 to keep the road in operation. In that country the other big system under private operation pays taxes and a reasonable return on the investment while the government owned system piles up hundreds of millions of dollars in deficits.

Political management of business leads to extravagance, waste, inefficiency, inequality, favoritism and dissatisfaction. The Government Shipping Board lost \$225,000,000. The Government Alaskan Railroad had a deficit of \$9,000,000 in ten years. The Government Inland Waterways Corporation has failed by \$7,000,000 to earn interest and taxes. It cost the Government \$1,650,000,000 to operate the railroads during the world war, after which \$1,080,000,000 was required to put the railroads in shape, with a 30 per cent increase in freight rates and a 20 per cent increase in passenger rates.

After becoming owner the Government will pay no taxes on railroad property, counties, states and municipalities losing the support of the \$350,000,000 annual taxes paid by the railroads. Loss of railroad taxes will force the closing of public schools in some counties and an addition everywhere to the already heavy burden of taxation.

If the shippers of grain and other commodities sit back and do nothing to prevent government ownership the small but determined crew of bureaucrats will make it appear there is no opposition. Shippers and merchants in every community who will be adversely affected by government ownership can do effective work by communicating with representatives in the Congress and letting them know their objections. A candidate for office who would deprive the schools in his country of the taxes paid by the railroad company could not expect much support. Merchants and business men in other lines to whom transportation is a small item can be stirred to beneficial activity by pointing out that the vast purchasing power of the railroads, when under Government control, will be used to regulate all industry, under the new law now in effect requiring all government suppliers on contracts of \$10,000 or more to observe certain hours of labor, etc.

Do it now.

The Grain Door Charge

To charge 60 cents for installing grain doors at terminal elevators as proposed by an Interstate Commerce Commission examiner would be just another tax on the grain producer, since the only way handlers can stay in business is to pass on all charges.

Shippers should have no responsibility for grain doors, as they are as much a part of the car equipment as the wheels, for the very reason that after arrival at destination and unloading the shipper could not get the doors back if they were his, as they are hundreds of miles distant, whereas the railroad company can and does find use for them.

The railroads think so much of their grain doors that they have established a reclamation agency, and since July 1, 1935, and for many years charged \$1.75 per car if the consignee appropriated or failed to account for the doors. July 1, 1935, they increased this to \$1 per grain door, amounting to \$10.00 per car.

Why should the shipper pay for "installation" of the carrier's own property? The shipper in many cases pays over \$100.00 freight on the load, so why quibble over \$1 when it saves the carrier more than that by the careful installation of doors that prevents loss of grain in transit.

The shipper wants and pays for transportation, he is not interested in buying inside doors or outside doors, in fact he

does not want any box car doors, but he wants all of his grain loaded into any car delivered at destination and if the railroad fails to make delivery he expects and generally gets pay for any grain that leaks out in transit. The courts require the railroads to deliver at destination any grain entrusted to them for transportation. They furnish large box cars for furniture and automobiles, refrigerator cars for perishable freight, ventilated cars for live stock, steel hopper cars for coal and many other special cars for special kinds of freight without any special charges. Why pick on the grain shipper?

The Hazards of Your Elevator

During the last calendar year 99,000 human lives were snuffed out and 365,000 persons were permanently injured in the USA by accident. Automobile fatalities led the march to the hereafter with an all-time record of 36,400. Occupational accidents which proved fatal numbered only 16,500, a reduction of 10% as compared with 1934, which is most encouraging when we take into account the increased activity in industrial plants. However, the occupational injuries numbered 1,400,000 showing conclusively that many workmen are ignorant of the hazards accompanying their work or else they ignore the warnings of their employers. One most encouraging fact is that since the safety movement was started with the organization of the National Safety Council in 1913, the number of occupational deaths has been reduced over 50% annually. As employers and employees have become impressed with the hazards of their business both have taken definite steps to safeguard moving machinery, to warn all workers of danger, and to minimize or correct known hazards. While the late records of deaths and permanent injuries is most disheartening the annual reduction in the number of occupational accidents is encouraging all friends of humanity to exercise greater vigilance in their campaign against ruthless slaughter.

Many unnecessary accidents are reported in grain elevators each month, yet the grain trade has no organized movement to warn elevator workers of their hazards or to safeguard moving machinery.

During July, August and September our news columns contained reports of four fatal and six serious accidents in grain elevators.

All dump sinks are not given sufficient pitch to be self-cleaning, so workmen are sent below to clean out the lodged grain and the heavy dump falls upon them. Only two such accidents were reported in our news columns during the last three months, yet this is a common accident.

The proper construction of a sink would make it unnecessary for men to enter it; securely locking the dump would help to protect a worker if he did go down into dump sink.

Open top bins are directly to blame for many serious accidents each year yet, these death traps are tolerated in both old and new elevators, and during the last three months one man lost his footing on bin floor and another fell into a bin because of the breaking of a 2x4.

Safeguarding moving machinery by building bars about it is not expensive yet it has saved many limbs and lives and would prevent many accidents if both employers and employees would exercise greater vigilance in keeping humans from the moving machinery. During the last three months we reported one hand caught in a conveyor, one man fell against a pulley, one man fell against a moving belt, another was struck by carriage controlling belt, a broken step let another fall with disastrous results and still another fainted and fell from the open cage of a freight elevator.

Many states have laws providing for the payment of disability or death claims following accidental injuries, and now Illinois has joined New York and several other states in providing for workmen's compensation for disability or death resulting from any disease traceable direct to occupation. Asthma being the only disease aggravated or promoted by grain dust elevator operators can minimize the suffering of employees and avoid suits for damages by refusing to employ anyone until a reputable physician has declared applicant free from asthmatic tendencies or symptoms. A further safeguard which should not prove expensive would be workmen's compensation insurance for every elevator operator. The purchase of such insurance interests a third party in an intelligent study of the hazards of the plant and stimulates the correction of all conditions likely to endanger the lives or promote the disability of workers. While every elevator operator is anxious to make his plant as safe as possible for all who enter it, greater vigilance in safeguarding machinery and warning workmen is sure to effect a gratifying reduction in the number of sufferers.

WHEAT BROKERS hereafter will enjoy the same privilege as cotton brokers of offsetting buying against selling orders under certain conditions. The friend of cotton heading the Senate Com'ite on Agriculture, the cotton traders had little difficulty in getting this practical concession; but now that all come under the Commodity Exchange Act there seems little reason to continue this legislative discrimination against the grain exchanges.

Consumer Co-operatives

Consumer co-operatives through the persistent work of socialistic agitators and promoters are enlisting the active support of many churchmen in driving the independent retailers to the wall. The fact that a few of the consumer co-operatives in centers of large population have succeeded for a time does not justify the attempted extension of these retail stores to communities of small population, nevertheless promoters are luring thousands of citizens, who have neither knowledge of or experience in business to invest their hard-earned savings in these precarious ventures and thereby making it more and more difficult for the established retailers to continue to improve their service to consumers.

In many cases the management of the newly organized consumer co-operative is turned over to the successful promoter without consideration of his ability or integrity and naturally the venture soon proves to be a dismal failure.

While the advocates of "planned economy" are striving to strangle individual liberty and individual initiative by government regimentation and limitation, they leave no stone unturned to hamstring private enterprise and at the same time beg relief from the legislative regulations they draft for others. Section 4 of the Robinson-Patman Act, a hodge-podge which no one understands, provides that:

Sec. 4. Nothing in this act shall prevent a co-operative association from returning to its members, producers or consumers, the whole, or any part of, the net earnings or surplus resulting from its trading operations, in proportion to their purchases or sales from, to, or through the association.

The Consumer Co-operative League is holding a national convention this week and doubtless will again appeal to the Federal Government not only for more help in the way of trained organizers and misleading literature, but for relief from taxes and the rigid regulations it demands for individual industry and enterprise. If the "altruistic" consumer co-operatives have not sufficient merit to stand alone then they are not entitled to a place in the business life of the nation and will not long survive their inauguration stage even though many new artificial props be invented for their support.

Retailers generally recognize that any business dependent upon government support for continuance must be short-lived, and the superior service of the private merchant will help to hasten its demise.

Champions of good government have long insisted that inasmuch as the government is dependent upon all the people for its support it must deal fairly and equitably with all interests and refuse to discriminate for or against any class or kind.

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Turkey Ration with Corn, Oats, Wheat?

Grain & Feed Journals: Have you any formulas to suggest that I could use in mixing ground corn, oats, and wheat to feed to turkeys? The information I desire is what proportion I should use of above grains to get the best results, also what else should I mix with this mix to improve it, such as yeast or something.—Yours very truly, South Side Elevator, J. L. McKinney, Rock Falls, Ill.

Ans.: A plain turkey ration containing ground corn, oats and wheat may consist of the following:

100 lbs. ground yellow corn; 100 lbs. ground wheat; 75 lbs. ground oats; 75 lbs. wheat bran; 75 lbs. meat scraps; 50 lbs. dried skim milk; 25 lbs. alfalfa leaf meal. These 500 lbs. will analyze about 20% protein, 5% fat and 5% fiber.

The feed mixer can get by with the foregoing; but it is possible to work into the ration salt, calcium carbonate, cod liver oil, bone meal, fish meal, soybean oil meal, cottonseed meal, linseed meal, kafir, milo, bearing in mind that the protein percentage must be kept high for turkeys.

For the first 6 or 8 weeks 25% protein is better than 20%. After 8 weeks 20% protein is enough to give a good marketing finish.

The salt, calcium carbonate and cod liver oil are valuable additions to the ration. It is safe to add one per cent salt, one per cent calcium carbonate and two per cent cod liver oil.

Avoid adding to the ration, at some expense of course, any fat not recommended by the poultry experiment stations.

Table of Loss of Weight in Drying Corn

Grain & Feed Journals: In issue of Sept. 9, is reference to loss in weight in drying corn.

Is there a table showing the actual loss in weight in drying corn of different moisture content?

I had one of these but do not remember who issued it.—Owensboro Grain Co., F. T. Murphy, Owensboro, Ky.

Ans.: The actual loss in weight by drying when the original moisture percentage and final percentage after drying are known are shown by the table herewith.

Percentage of Loss in Drying Grain																							
Original Moisture Content Percentage at Head of Columns.												Reduction after Drying in Column at Left											
Per cent.	11.	12.	13.	14.	15.	16.	17.	18.	19.	20.	21.	22.	23.	24.	25.	26.	27.	28.	29.	30.	31.	32.	33.
1...	P. ct. 1.11	P. ct. 1.12	P. ct. 1.13	P. ct. 1.15	P. ct. 1.16	P. ct. 1.18	P. ct. 1.19	P. ct. 1.20	P. ct. 1.22	P. ct. 1.23	P. ct. 1.25	P. ct. 1.27	P. ct. 1.28	P. ct. 1.30	P. ct. 1.31	P. ct. 1.33	P. ct. 1.35	P. ct. 1.37	P. ct. 1.39	P. ct. 1.41	P. ct. 1.43	P. ct. 1.45	P. ct. 1.47
2...	2.20	2.22	2.25	2.27	2.30	2.33	2.35	2.38	2.41	2.44	2.47	2.50	2.53	2.56	2.60	2.63	2.67	2.70	2.74	2.78	2.82	2.86	2.90
3...	3.26	3.30	3.33	3.37	3.41	3.45	3.49	3.53	3.57	3.61	3.66	3.70	3.75	3.80	3.85	3.90	3.95	4.00	4.05	4.11	4.17	4.23	4.29
4...	4.30	4.35	4.39	4.44	4.49	4.54	4.60	4.65	4.70	4.76	4.82	4.88	4.94	5.00	5.06	5.13	5.19	5.26	5.33	5.40	5.48	5.55	5.63
5...	5.32	5.38	5.43	5.49	5.55	5.62	5.68	5.75	5.81	5.88	5.95	6.02	6.10	6.17	6.25	6.33	6.41	6.49	6.58	6.67	6.76	6.85	6.94
6...	6.31	6.38	6.45	6.52	6.59	6.67	6.74	6.82	6.90	6.98	7.06	7.14	7.23	7.32	7.41	7.50	7.60	7.69	7.79	7.89	8.00	8.11	8.22
7...	7.29	7.37	7.45	7.53	7.61	7.69	7.78	7.87	7.95	8.05	8.14	8.24	8.33	8.43	8.54	8.64	8.75	8.86	8.97	9.09	9.21	9.33	9.46
8...	8.25	8.34	8.42	8.51	8.60	8.70	8.79	8.89	8.99	9.09	9.20	9.30	9.41	9.52	9.64	9.76	9.88	10.00	10.13	10.26	10.39	10.53	10.67
9...	9.18	9.28	9.38	9.47	9.57	9.68	9.78	9.89	10.00	10.11	10.23	10.34	10.47	10.59	10.71	10.84	10.98	11.11	11.25	11.39	11.54	11.69	11.84
10...	10.10	10.20	10.31	10.42	10.53	10.64	10.75	10.87	10.99	11.11	11.24	11.36	11.49	11.63	11.76	11.90	12.05	12.20	12.35	12.50	12.66	12.82	12.99
11...	11.00	11.11	11.22	11.34	11.46	11.58	11.70	11.83	11.96	12.09	12.22	12.36	12.50	12.64	12.79	12.94	13.10	13.25	13.41	13.58	13.75	13.92	14.10
12...	12.00	12.12	12.25	12.37	12.50	12.63	12.77	12.90	13.04	13.19	13.33	13.48	13.64	13.79	13.95	14.12	14.29	14.46	14.63	14.82	15.00	15.19	15.38
13...	13.00	13.13	13.27	13.40	13.54	13.68	13.83	13.98	14.13	14.29	14.44	14.61	14.78	14.94	15.12	15.29	15.48	15.66	15.85	16.05	16.25	16.45	16.65
14...	14.00	14.14	14.29	14.43	14.58	14.74	14.89	15.05	15.22	15.38	15.56	15.73	15.91	16.09	16.28	16.47	16.67	16.87	17.07	17.28	17.49	17.70	17.91
15...	15.00	15.15	15.31	15.46	15.63	15.79	15.96	16.13	16.30	16.48	16.67	16.85	17.05	17.24	17.44	17.65	17.86	18.07	18.29	18.51	18.73	18.95	19.18
16...	16.00	16.16	16.33	16.50	16.67	16.84	17.02	17.20	17.39	17.58	17.78	17.98	18.18	18.39	18.60	18.81	19.02	19.23	19.44	19.65	19.87	20.08	20.30
17...	17.00	17.17	17.35	17.53	17.71	17.89	18.09	18.28	18.48	18.68	18.89	19.10	19.32	19.54	19.77	20.00	20.22	20.46	20.69	20.93	21.18	21.43	21.68
18...	18.00	18.18	18.37	18.56	18.75	18.95	19.15	19.35	19.57	19.79	20.00	20.21	20.43	20.65	20.88	21.11	21.35	21.59	21.84	22.09	22.34	22.59	22.84
19...	19.00	19.19	19.39	19.59	19.79	20.00	20.20	20.41	20.62	20.83	21.05	21.28	21.51	21.74	21.98	22.22	22.47	22.72	22.97	23.22	23.47	23.72	23.97
20...	20.00	20.20	20.41	20.62	20.83	21.05	21.28	21.51	21.74	21.98	22.22	22.47	22.72	22.97	23.22	23.47	23.72	23.97	24.22	24.47	24.72	24.97	25.22
21...	21.00	21.21	21.43	21.65	21.87	22.11	22.34	22.58	22.83	23.08	23.33	23.58	23.83	24.08	24.33	24.58	24.83	25.08	25.33	25.58	25.83	26.08	26.33
22...	22.00	22.22	22.45	22.68	22.92	23.16	23.40	23.64	23.89	24.13	24.38	24.63	24.88	25.13	25.38	25.63	25.88	26.13	26.38	26.63	26.88	27.13	27.38
23...	23.00	23.23	23.47	23.71	23.96	24.21	24.47	24.73	25.00	25.26	25.53	25.81	26.09	26.37	26.65	26.93	27.21	27.49	27.77	28.05	28.33	28.61	28.89
24...	24.00	24.24	24.49	24.74	25.00	25.26	25.53	25.81	26.09	26.37	26.65	26.93	27.21	27.49	27.77	28.05	28.33	28.61	28.89	29.17	29.45	29.73	30.01
25...	25.00	25.25	25.51	25.77	26.04	26.32	26.60	26.88	27.17	27.45	27.73	28.02	28.31	28.60	28.89	29.18	29.47	29.76	30.05	30.34	30.63	30.92	31.21

at Pekin, Ill., in 1924. Kansas City has had nine dust explosions, more than any other grain terminal.

A record of dust explosions for 55 years was published on pages 22 and 23 of the Journals for Jan. 10, 1934; and the dust explosions of 1934 were listed on page 493 of the Grain & Feed Journals for Dec. 26, 1934.

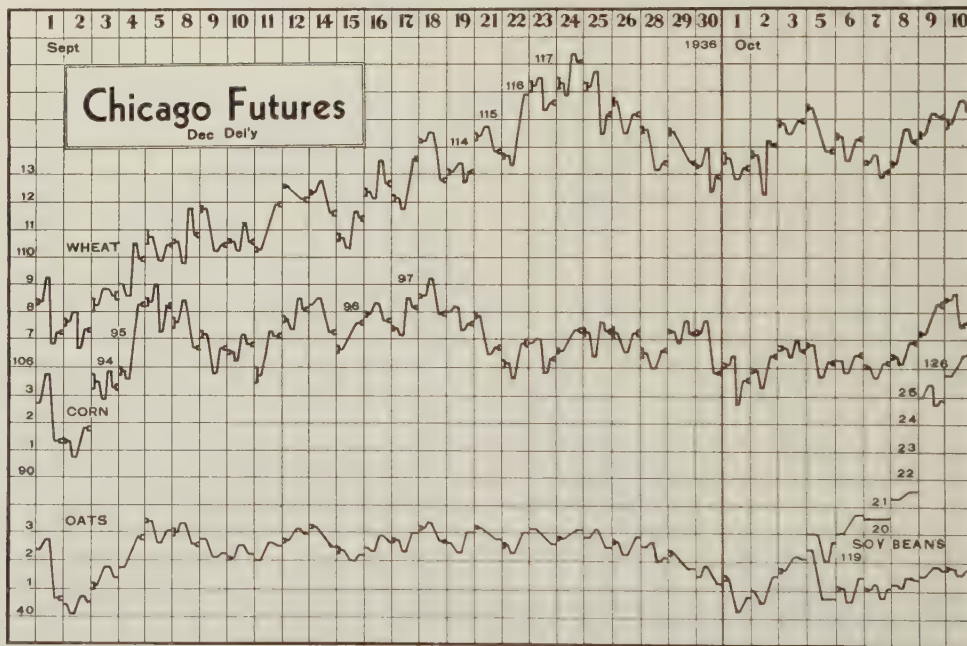
Illinois Storage License?

Grain & Feed Journals: Must I have a license to store grain? Can I keep other feed in my elevator for customers, or must I have a license to keep feeds? What is a fair charge?—Geo. A. Laufer, Grant Park, Ill.

Ans.: A country elevator in the state of Illinois must be licensed if grain owned by different persons is stored. The new state law so provides. It does not apply to storage of feeds. An elevator operator who owns all the grain in his house does not need a license, and if he has a contract with persons hauling grain to his elevator stating that the grain has been sold, to be settled for later, he is legally the owner and needs no license. A form for such a contract was published in this column July 8.

A fair charge is 1/30 of 1c per bushel per day, on grain, and 1 cent per ton per day on feeds.

Loans of 55c per bushel will be made on cribbed corn by the government, only if No. 4 or better and stored in permanent cribs. The government's option to buy at \$1.50 will expire Apr. 1, and the loan will mature June 1, 1937.



Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

What Is in Store for Grain Dealers?

Grain & Feed Journals: What will the next four years bring the Country Grain Dealer? Will it be four more years of that brand of mentality that needs a pair of pants for protection from the sun? I think that the Country Grain Dealers will all join in the chorus of a "vociferous NO".—E. H. Anschutz, Long Grove, Iowa.

Beginning to Appreciate the Open Wheat Market

Grain & Feed Journals: We feel very proud of the grain market which has been built up in Canada. The open market system of marketing is asserting itself after the trials and tribulations of experiments in replacing it, which proved both impractical and costly. There is a much better feeling in the trade and towards us than has existed for many years.—W. J. Dowler, Winnipeg, Man.

The Biggest Car of Oats

Grain & Feed Journals: Faroll Bros. sold a car of oats to the Purity Oats Co., Keokuk, Ia., that was unloaded at Keokuk Oct. 1 and contained 137,275 lbs., or 4,289.27 bus.

This was C., B. & Q. 25509 loaded at Hoop-pole, Ill., by the Hoopole Lumber & Grain Co., for Faroll Bros., Chicago.

The largest car of oats unloaded at Chicago according to the Weighing Department of the Board of Trade was 129,000 lbs.—H. H. Schumacher of Faroll Bros., Chicago, Ill.

Refinancing the Farmers National

Directors of North Pacific Grain Growers, Inc., will meet in Spokane, October 12, to determine finally whether the regional is to participate in the refinance program of Farmers National Grain Corporation.

Indication the regional again would reject the national program was seen in the report of Mr. Shumway, who went into conference with officers of the regional immediately on his arrival from Chicago.

As the program now stands North Pacific would be required to purchase \$570,000 of new stock instead of \$510,000 as was originally planned. However, no increase could be ordered in the purchase. Taking of retains from $\frac{1}{8}$ to $\frac{1}{2}$ cent per bushel remains the same.

The National will approve a budget for each regional equal to $\frac{3}{8}$ cent a bushel on all member wheat sold in that region to the national in event the new program is approved. If new stock is not purchased, no budget money will be given.

Under the revised plan, instead of retiring all old stock, the value has been reduced to 1-90 of the original value, cutting the North Pacific's old stock from \$220,000 to \$2,400.

Highlight of the meeting of the directors of Farmers National held in Chicago Sept. 22, was passing of a resolution requiring full investigation of all phases of activity of Farmers National. C. E. Huff, Farmers National president, is required to call a special stockholders' meeting Oct. 27, when the resolution will again be presented. At that time the com'te will be formed. The resolution provides that all officers and directors of the national shall be excluded from being members of the com'te.—F. K. H.

Those Versatile Planners

The official agricultural planners change their minds with the weather. First, we had the Farm Board, with its surplus buying and price fixing program that failed, at tremendous cost to the taxpayers, and to the farmers, too, for that matter. Then we had controlled production, which was directed toward reduction, and the 1934 drouth came along to make that look silly.

Now we are to have balanced production, with the centuries old catch-phrase "ever normal granary" being given a new work-out over the old, reliable propaganda track. And in the offing there is the suggested promise of crop insurance, which to function must involve the long discredited surplus purchase feature. What we will have next will depend on the weather tomorrow morning—and perhaps on certain political exigencies.—*The Corn Belt Dailies.*

Proposed Changes in Corn Grades

The United States Department of Agriculture has before it a proposal to amend the official grain standards for corn as they relate to flint corn and mixtures of flint and dent corn.

Corn of either the flint or dent varieties is acceptable in many branches of the trade when the deliveries are kept true to type and sold for what they are, but mixtures of the two varieties present difficulties to processors and feeders. The official standards now in force do not classify flint corn or mixtures of flint and dent corn with sufficient definiteness to meet the requirements of the industry. Under the specifications of the current corn standards, the mixture of a maximum of 25 per cent of flint corn with dent corn is possible in corn of any grade.

For these reasons the following amendments to the official grades for flint corn are proposed for the consideration of all branches of the corn industry:

Flint Corn

Definition.—Flint corn shall be corn of any class which consists of 95 per cent or more of flint corn.

Grades.—Flint corn shall be graded and designated according to the grade requirements of the standards for corn, and the word "Flint" shall be added to, and made a part of, the grade designation, immediately following the words Yellow Corn, or White Corn, or Mixed Corn, as the case may be.

Flint and Dent Corn

Definition.—Flint and Dent Corn shall be corn of any class which consists of a mixture of the flint and dent varieties and which contains more than 5 per cent but less than 95 per cent of flint corn.

Grades.—Flint and Dent Corn shall be graded and designated according to the grade requirements of the standards for corn, and the words "Flint and Dent" shall be added to, and made a part of, the grade designation, immediately following the words Yellow Corn, or White Corn, or Mixed Corn, as the case may be.

Should these amendments be adopted, the corn standards would then provide, in substance (1), grades for dent corn that would tolerate a maximum of 5 per cent flint corn, (2) grades for flint corn that would tolerate a maximum of 5 per cent dent corn, and (3) grades for a mixture of flint and dent varieties which contains more than 5 per cent but less than 95 per cent of flint corn.

Under the provisions of the United States Grain Standards Act 90 days' public notice is required of any amendments to the official grain standards. The Department is desirous of reaching a decision in this matter not later than

Oct. 10, 1936, and will, therefore, appreciate the early comments of organizations and individuals within the corn industry on the herein proposed changes in the official corn standards.

Edward C. Parker, in charge of the Grain Division of the Bureau of Agricultural Economics, has written Sec'y Ray B. Bowden of the Grain & Feed Dealers National Ass'n that the Department of Agriculture is willing to delay its decision on the proposed change in the rules for grading corn until Oct. 15 if the question is taken up at the annual meeting in Milwaukee.

Would Raise Cost of Code Messages

The Federal Communications Commission held a hearing at Washington Sept. 24 on the proposed increases in the rates on code messages, submitted by J. C. Willever, vice pres. of the Western Union Telegraph Co. as the representative of All America Cables, Inc., Commercial Cable Co., Commercial Pacific Cable Co., Mackay Radio & Telegraph Co., R. C. A. Communication, Inc., and Western Union.

The new rates would wipe out differentials now existing between code and ordinary word messages. This, the opponents of the change assert, would raise the cost of code messages 16 $\frac{2}{3}$ % and reduce plain language messages 30%, altho the plain language messages average about two letters more to the word.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same industry. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Oct. 20. Ohio Grain, Mill & Feed Dealers Ass'n, Deshler Hotel, Columbus, O.

Oct. 22, 23. Southern Mixed Feed Manufacturers at Farragut Hotel, Knoxville, Tenn.

Oct. 27. Nebraska Grain Dealers Ass'n, Hotel Fontenelle, Omaha, Neb.

Feb. 2, 3, 4. Farmers Grain Dealers Ass'n of North Dakota, Grand Forks, N. D.

The Ralston Purina Co., of St. Louis, Mo., recently distributed a bonus of \$250,000 in the form of cash and stocks to all employees who have been with the company for a year or more, equivalent to a 6 per cent bonus. An extra dividend of 37 $\frac{1}{2}$ cents per share on stock was declared.



Lyman Perin, Deceased, Pres Cincinnati Grain & Hay Exchange, 1920

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome. Comment to country markets, are always welcome.

Charleston, Mo., Oct. 8.—We had a good wheat crop, a good alfalfa hay crop, a better than average crop of cotton and a 30 to 40 bu. per acre corn crop, which is beginning to move now.—W. K. McCracken.

Alta, Ia., Oct. 1.—Corn very spotted; ears are shrinking in size very rapidly. Fields that farmers claimed would go 30 bus. are now estimated at 20 bus., and the corn is shallow. I believe it will shell out only 15 bus.—Edgar Schuelke.

Olympia, Wash.—Washington's largest spring wheat crop in history will total 28,820,000 bus., or an average of 21.3 bus. to the acre, according to Walter J. Robinson, director of Agriculture. The total wheat production this year in Washington he estimated at 47,244,000 bus. compared with the average of 42,798,000 for the years 1928 to 1932.—F. K. H.

Winnipeg, Man., Oct. 2.—Returns received from elevator agents at 94% of the country points in the three Prairie Provinces give an aggregate crop estimate as follows for those provinces: Wheat 210,468,500 bus., durum wheat 14,733,000, oats 128,575,800, barley 54,639,100, rye 3,805,500, flax 1,423,000.—J. G. Fraser, mgr. North-West Grain Dealers Ass'n.

Chicago, Ill., Oct. 1.—A soybean crop of 32,580,000 bus. is forecast, compared with 43,631,000 bus. harvested in 1935. The acreage to be cut for beans this year is still uncertain, due to the soil conservation program. The six states which raise the bulk of the commercial beans of the country have a prospective yield of 28,900,000 bus., of which Illinois is credited with 15,684,000 bus.—E. H. Miller, statistician Shields & Co.

Chicago, Ill., Oct. 2.—Indication at this date is that 1,450 million bus. or 26 million more corn than was indicated on Sept. 1. The improvement is due to the rainfall of late August and early September, and is to be noted mainly in Iowa and the northern part of Illinois, Indiana and Ohio. Late threshing returns for spring wheat confirm the earlier indications, the yield being returned at only 7.3 bus. per acre with a total crop suggestion of only 96 million bus. Threshing returns indicate a yield of 22.3 bus. per acre for oats and a total production of 767 million bus. Both yield and quality are variable, but in both cases average better than was expected before cutting of the crop began.—B. W. Snow, statistician Bartlett Frazier Co.

Minneapolis, Minn., Sept. 25.—The recent rains have put the soil in fair condition for fall plowing and seeding of winter wheat and winter rye. Farmers in the main winter wheat belt are taking advantage of the present conditions to seed a large acreage of winter wheat. In the sections where corn was a failure, the land required little preparation and many farmers are increasing their wheat acreage, in several cases as high as 200% and 300% above last year, with very few reporting a decrease in acreage. The rains have caused the wheat to make rapid progress and some of the fields are being pastured at this early date. This is particularly true in southern Minnesota where conditions have been ideal.—T. R. Shaw, editor Cargill Crop Bulletin.

Chicago, Ill., Oct. 2.—Yields of crops as promised on Oct. 1 are as follows: Corn, 1,450,000,000 bus.; oats, 785,000,000 bus.; spring wheat, 115,000,000 bus.; spring wheat in western Canada, 215,000,000 bus. Scarcely any of the farmers' throat wide stretches of the belt are able to form a reasonable idea of what the yield per acre of merchantable corn will be in their own fields. Timely rains, heavy in places, have conditioned the top soil in practically all sections of the winter wheat belt enough so that seeding can be done and a reasonable fall start in growth can be expected which, with ordinary amounts of moisture fall from now on, should as far as soil conditions are concerned, show up favorably in the spring. A large increase in acreage is intended.—H. C. Donovan, statistician Thomson & McKinnon.

Roggen, Colo., Sept. 28.—We have had some moisture in the past 48 hours, I would judge about one inch.—John T. Macklin.

Springfield, Ill., Oct. 7.—Soil wetness delayed fall field work in many central and northern areas, while some wells remain dry in the south and the ground is dry in the extreme southeast. In the wetter areas too much moisture is retarding drying of corn, and injuring corn that is down and some soybean hay. Corn is mostly safe from frost, cutting and silo-filling is largely completed, and a few are starting to husk. Winter wheat varies from all sown and nicely up to delayed sowing because of wetness or awaiting fly-free date. Soybean haying is well along and combining is beginning. Alfalfa, pastures, and surviving clover continue to improve. Some fourth cuttings of alfalfa were made during the week, and in the Cairo area cutting of the fifth crop continued; a few reported threshing for seed.—E. W. Holcomb, U. S. Dept. of Ag.

Kansas City, Mo., Sept. 30.—During the past week the entire state has received moisture in amounts ranging from one to three inches and it has been that "old-fashioned" slow rain that has penetrated the ground, so we are safe in saying that there is now sufficient top moisture to insure the fall seeded area a good start. Subsoil moisture has not been replenished, but certainly all wheat already seeded should sprout promptly and be off to a good growth. We estimate seeding 70% completed. A repetition of the past week's moisture in ten days or two weeks would carry the wheat well into the winter and, even without more moisture, prospects should be promising up until severe winter hazards present themselves. We can count on the largest fall seeded acreage Kansas has ever had; but we do not believe it possible for the Kansas acreage to exceed 16,250,000. We have estimated this possibility on the basis of last year's seeded acreage of 14,103,000 acres.—H. L. Robinson.

Topeka, Kan., Oct. 9.—Altho last month was one of the wettest Septembers on record, the Kansas corn crop was damaged beyond recovery during July and August and the indicated production of 14,718,000 bus. is the same as forecast a month ago and, with the exception of 1934, is the smallest crop since 1868. Rains that fell the first part of September partially relieved the water shortage over southeastern Kansas and improved the outlook for pastures, late feed crops and the last cutting of alfalfa. Heavy rainfall the last of the month provided fair surface moisture over the entire state. There is now sufficient soil moisture over the eastern two-thirds to carry wheat well into the winter and the outlook in this area for next year's crop is generally good. Wheat in early seeded fields is making a splendid growth and the largest acreage in many years is being sown over the eastern two-thirds of the state. A substantial portion of the acreage planted to corn this year is being drilled to wheat. Seeding of wheat in western Kansas had been practically suspended until rains were received the last of September, but has been resumed on a large scale. The feed shortage is less acute than in 1934 and with favorable prospects for fall and winter wheat pasture over a large part of the state, most farmers will be able to winter their livestock.—U. S. Dept. of Ag. and State Board of Ag.

Winchester, Ind., Oct. 3.—We have had excessive rain for the past three or four weeks. While we are still some inches short of our annual rainfall, yet we have had ample at this time of the year. Ground was thoroughly soaked with water, pastures are coming like spring, and the whole country looks mighty fine, but it has delayed cutting and threshing of soybeans and wheat sowing somewhat. Late rains also revived the late planted corn and kept it growing so it is too green to cut and really too green to go in and sow wheat. This is all past now and we have had three days of beautiful weather. Old "October in Indiana" is in the height of its glory. Wheat seeding is again going along fine. Eastern-central Indiana will have the largest acreage of wheat we have had for some years. We used to sow in Indiana, before the World War, just about as much wheat as we did corn and that has materially shrunk in the last few years until there is not one-third as many acres of wheat sown that there is corn. We believe there is a lot of ground going in wheat this fall that ordinarily would be sown to oats in the spring. Very few soybeans been threshed. Beans are small but good color and the yield is not as great as

last year on account of the very short straw and weather was so dry the beans did not stool as they ordinarily do. Some place between 8 to 15 bus. to the acre will probably be the average yield.—Goodrich Bros. Co., P. E. Goodrich, pres.

Chicago, Ill., Oct. 9.—Condition of corn Oct. 1 is estimated at 42.6% of normal. Indicated corn production is 1,487,607,000 bus., compared with the 1935 final crop of 2,291,629,000 bus., 1,478,000,000 in 1934 and the 5-year (1928-32) average of 2,553,424,000. Corn for grain production is estimated at 1,038,000,000 bus. The effect of the increase in total all corn production from last month on the expected bushels of corn for grain is offset by an indicated increase during the period of acreage intended to be harvested for other purposes. The 1934, 1935 and 1928-32 corn crops for grain were: 1,146,684,000, 2,001,661,000 and 2,190,656,000 bus., respectively. Corn for grain on farms Oct. 1 is estimated at 167,000,000 bus., compared with 63,000,000 last year, 275,000,000 in 1934 and 196,000,000, the 1927-34 average. Indicated production of all spring wheat is 107,223,000 bus., compared with our estimate of 114,901,000 last month. Soybean for grain production is estimated at 28,110,000 bus. and 6 leading states have 25,890,000 bus.—R. O. Cromwell, statistician, Lamson Bros. & Co.

Corn Prospects Improve

Chicago, Ill., Oct. 2.—A corn crop of 1,474,000,000 bus. is forecast from a condition of 41.8% of normal in the last week of September. A month ago our forecast was 1,385,000,000. The improvement during the month was mostly in the north central States and eastward. The average estimates of our correspondents indicate that about 82.5% of the crop will be of merchantable quality, as compared with 83.6% similarly estimated a year ago.

Spring Wheat production is estimated to be 112,333,000 bus.; a month ago our forecast was 111,144,000. Crop last year was 159,241,000 bus. Of this year's crop, 49,685,000 bus. are credited to the Pacific Northwest States (Washington, Oregon, Idaho, Utah and Nevada), which states produced only 28,515,000 bus. last year.

Oats turnout is slightly higher than forecast a month ago. Our latest reports indicate a crop of 785 million bushels. A month ago our forecast was 771 million bushels. Yield per acre is 22.8 bus. Crop last year was 1,197 million bushels.—Nat. C. Murray, statistician Clement, Curtis & Co.

The biggest unknown factor in the market is the question as to what use will be found for the large quantities of medium-protein spring wheat in the Big Bend and Palouse areas.—F. K. H.

Government Crop Report

Washington, D. C., Oct. 9.—The U. S. Department of Agriculture makes the following report:

Crop—	Condi- tion Oct. 1, 1936	Total production (in thousands) — Indicated — 1936	Acreage (in thou- sands)		Har- vest 1935	For har- vest 1936
			Oct. 1, 1936	1935		
Corn, all bus.	45.3	2,291,629	1,509,362	95,333	98,517	
Wheat, all		623,444	627,233	51,348	51,059	
Winter		464,203	518,097	33,353	37,875	
All spring		159,241	108,136	17,995	13,184	
Durum		22,957	7,962	2,262	1,505	
Other						
spring		136,284	100,174	15,733	11,679	
Oats		1,196,668	783,750	39,924	34,440	
Barley		282,226	143,916	12,243	8,827	
Rye		58,928	27,095	4,196	3,015	
Buckwheat	63.2	8,220	5,860	495	398	
Flaxseed	27.7	14,123	6,276	2,014	1,698	
Rice	86.7	38,132	45,469	793	895	
Grain						
sorghums	42.0	97,823	60,836	9,335	7,884	
Hay, all tame,		76,146	62,968	53,672	56,341	
Hay, wild, ton		11,338	7,197	12,300	11,563	
Hay, all clover						
and timothy,		26,263	21,592	20,230	22,425	
Hay, alfalfa,		28,726	.....	13,781	14,333	
Beans, dry						
edible 100 lb.		13,799	10,737	1,843	1,732	
bag .....		.....	.....	5,211	4,380	
Soy beans	61.0	.....	.....	1,567	1,870	
Cowpeas	68.8	.....	.....	.....	.....

Grain Stocks on Farms on October 1

Crop—	Pct.	Avg., 1928-32		1935		1936	
		1,000	bus.	1,000	bus.	1,000	bus.
Corn (old crop)	7.4	154,854	5.4	61,655	8.7	173,770	
Wheat	47.3	408,268	43.0	267,972	36.2	227,098	
Oats	77.5	941,801	81.3	972,748	87.1	682,673	

The Grain & Feed Dealers National

The 40th annual convention of the Grain and Feed Dealers National Ass'n was called to order by Pres. S. W. Wilder of Cedar Rapids, Ia., at 10 a. m., Oct. 12, in the Crystal Ball Room of the Schroeder Hotel at Milwaukee, Wis., with a large audience in attendance.

Singing of the "Star Spangled Banner" by the audience, led by Miss Schiff with an accordion, inaugurated the session.

The Rev. R. N. Hamilton of Marquette University invoked divine guidance.

JOHN V. LAUER, pres. of the Milwaukee Grain & Stock Exchange, welcomed the dealers, saying:

A WELCOME FROM THE GRAIN EXCHANGE

It is with much pleasure that I appear before you this morning to deliver a message of welcome in behalf of the Milwaukee Grain & Stock Exchange. It is also with a full appreciation of the honor of the occasion that I deliver to you this message of good will and hospitality.

It is most pleasing to note that you have again honored our fair City with your annual convention after an absence of 18 years. While Milwaukee has enjoyed the distinction of entertaining the National Ass'n on two previous occasions, namely in 1904 and again in 1918, our members are most happy to have you with us again.

Time does not permit me to talk at great length with reference to your institution and its achievements, yet I cannot refrain from emphasizing the fact that the National Ass'n is the ONE great nation-wide organization of the grain and feed industry embracing the entire country. Furthermore, many measures of far-reaching importance in the past 40 years have had their inception with the National Ass'n and its influence is great. It has taken part in shaping the trend of thought in connection with legislation and trade practices. In short, it has been instrumental in bringing about a closer relationship among men in business and has placed business itself on a higher plane.

I wish to extend to you a hearty welcome and to invite you to visit our new Grain & Stock Exchange building to which we transferred our affection after occupying quarters in the old Chamber of Commerce for 55 years. We have a modern building with every convenience, and equipment of the latest pattern.

VICE PRES. O. F. BAST, of Minneapolis, Minn., responded:

In responding to this most gracious welcome from your Grain and Stock Exchange, it becomes my pleasant duty to express our appreciation and to accept, in behalf of the Grain and Feed Dealers National Ass'n and of the individual members, this greeting and liberal hospitality extended us.

The genuine Teutonic hospitality of Milwaukee is famous thruout the nation, and I for one am unwilling to accept that it was a certain beverage that made your city famous, for judging from the friendly attitude of our hosts, they must be firm believers of that old axiom that in

order to have friends, you yourself must be friendly, and while most of us have known your citizens only as we have met them elsewhere, you have certainly made us feel at home.

Those of us who have been attending conventions regularly have accepted them as an institution where we can go annually to share ideas, for that is the one thing we can give freely of without losing, and take on without crowding; where we can acquaint ourselves with other fellows' problems; where we can meet new men of affairs and experience greater than our own; where we come with an open mind and ready to cooperate to make this a really great international association, in which we can take great pride—one that will make itself powerfully felt in every community. And with your united aid, all things are possible.

In return, may I present and recommend to you gentlemen of Milwaukee these members of our organization, these individuals who are leaders in the grain and feed trade of the nation that represents an investment equal to the nation's largest businesses, whose self-imposed code of ethics is widely recognized and appreciated. These men are frankly proud of their business and jealous of its integrity. They render an indispensable service and are real givers, and regret that they are constantly being made a target by vociferous politicians.

We covet your good opinion and are pleased to listen to your praises, although too much might go to our heads. So let us all remember long and well that no man is as bad as his foes insist nor as good as his flatterers tell.

MAYOR DANIEL HOAN: It is a great pleasure to extend the greetings of Milwaukee to this gathering.

In the past 10 years but two other large cities in the United States have grown at a faster rate than Milwaukee. Our city has looked to the Great Lakes for its transportation, being handicapped by having only two main rail lines, until now freight shipments by lake are nearly one-half our total.

Transportation is the foundation. Cities are squatted wherever there is a break in transportation. We are planning for access to our harbor. There must be planning somewhere.

You grain men know there has never been an area more than 300 or 400 miles from the ocean that could develop agriculture; yet we 1,800 miles away have developed an agricultural empire, since we have an inland ocean.

Opening of the Panama Canal has handicapped us, the East and West Coasts having an advantage.

One judge handles all the criminal work in this large city. We have the lowest fire insurance rate in the United States.

We thank you for coming to this city.

VICE PRES. BAST: Honorable Mayor, you are far too modest. We all know the chief of police is the Mayor. If you doubt it come to Minneapolis. We envy you, your honor. We know the terrific handicap it is to have protection refused, having worked on the problem for 8 to 22 hours a day in the last seven weeks.

Milwaukee has long been the envy of other municipalities.

W. B. LATHROP, pres. of the Kansas City Board of Trade, delivered an address on the "National Grain Trade Council," which is published elsewhere.

SECY R. B. BOWDEN reported that 500 attending the Convention had registered before 10:00 o'clock.

WM. J. DOWLER, pres. of the Winnipeg Grain Exchange, at the request of Pres. Wilder, stood up and made a pleasing acknowledgment of his recognition. He congratulated the National Ass'n on its 40 years of achievement.

J. M. MEHL, Washington, D. C., assistant chief of the Commodity Exchange Administration, read a paper explaining the Administration's position on enforcement, and the ruling last week permitting offset trading will be published later.

GEO. E. BOOTH, Chicago, chairman of the Legislative Com'te, presented the following report:

Report of Legislative Committee

Most of the legislative interest of the grain trade during the past twelve months was centered in the Commodity Exchange Act introduced to Congress as an amendment to and absorbing the Grain Futures Act of 1922. This legislation providing particularly for much closer supervision and regulation of grain exchanges which have future trading was of tremendous importance to all branches of the grain trade and the present marketing system.

Working with the Grain Com'te on National Affairs, of which your Ass'n is a member, authorities in Washington were contacted concerning particular features of the Commodity Exchange Act. A Senate Com'te hearing was secured and in its final form this legislation, while still carrying some very difficult problems for the trade, was much more usable and practical than first proposed.

Our National Ass'n cooperated closely with other members of the Grain Com'te on National Affairs during the year on the entire legislative program.

While individual members of our Ass'n naturally had definite ideas concerning government administration measures having to do with farm relief, crop control and reciprocal treaties these were not matters directly connected with the grain business although vitally affecting the volume of grain to be handled in regular channels and your Legislative Com'te did not officially take any action in connection with these administration projects.

This past 12 months as in previous years we have urged and pleaded with the Department of Agriculture to recognize all types and branches of the grain trade in connection with any handling of grain or seeds by Government agencies or financed by the Government. A few weeks ago when Government funds were appropriated for procurement, storage, and distribution of seed grains we immediately asked the authority in Washington that all types of the grain trade be used in this drought project on a competitive basis as only fair and just, but we were only partially successful. We were informed that the financing of this seed grain program could only be arranged thru the Government agencies and a Government financed co-operative organization, but that the plan would be worked out "to permit a large measure of cooperation between the Government and the private grain trade in handling the program."

Right now important rulings and regulations are pending from the Commission administering the Commodity Exchange Act and it is hoped that these interpretations of the Act will be helpful in facilitating grain futures trading for the best interests of every one concerned and in maintaining the most useful market for grain producers, handlers, and consumers.

PRES. WILDER announced the following com'tes:

RESOLUTIONS COM'ITE: E. J. Grimes, Chairman, Minneapolis; Harry A. Volz, Louisville; Orrin S. Dowse, Chicago; A. S. MacDonald, Boston; G. A. Pritchard, Fortville, Ind.; E. W. Crouch, McGregor, Texas; E. W. LaBudde, Milwaukee; John O. Ballard, St. Louis; Hugh Butler, Omaha; Lew Hill, Indianapolis; A. S. Reidel, Saginaw, Mich.; C. E. Donegan, New York.



Sec'y Ray B. Bowden, St. Louis, and Pres. S. W. Wilder, Cedar Rapids, Ia.

Ass'n Celebrates at Milwaukee

NOMINATING COM'ITE: George E. Booth, Chicago, Chairman; J. F. Moyer, Dodge City, Kan.; M. F. Cohn, Buffalo, N. Y.; Frank Sheets, Cleveland, O.; F. Peavey Heffelfinger, Minneapolis; Clyde Smith, Grundy Center, Ia.; Ed Evans, Decatur, Ill.; W. B. Lathrop, Kansas City, Mo.; P. E. Goodrich, Winchester, Ind.; H. H. Green, Pattonsburg, Mo.; C. F. Morris, Charlotte, N. C.; R. C. Hemphill, Birmingham, Ala.; G. G. Steere, Van Nuys, Calif.; W. P. Kyle, Seattle, Wash.

AUDITING COM'ITE: C. D. Sturtevant, Chicago, Chairman; F. A. Derby, Topeka, Kan.; Chas. D. Jones, Nashville, Tenn.
Adjourned to 2 p. m.

Monday Afternoon Session

Vice Pres. O. F. Bast introduced "Your friend and my friend," Steve Wilder.

PRES. S. W. WILDER spoke as follows:

Pres. S. W. Wilder's Address

We meet again in Milwaukee, the third time since the turn of the century that this city has been host to the Grain and Feed Dealers National Ass'n. And this time it is not only our annual convention, but also our fortieth birthday party. From the attendance, and from the showing of renewed interest in National Ass'n work, I am coming to hope that life really does begin at forty.

In this audience this morning are at least three men who sat in that first convention in Chicago in 1896. There may be others, but I do not know their names. I do know Charles Clark of Chicago, Warren McCray of Kentland, Indiana, and Charles Tower of Des Moines, Iowa. Won't these gentlemen please stand for one moment and accept the sincere tribute of our applause? [Mr. Clark arose, the others were not in the audience.]

These men were among the thirty-eight leaders of the grain trade in America who met forty years ago in enthusiastic support of a national ass'n to represent their interests. The ass'n activity of these men has spanned the forty years of our ass'n life. Their memory of the grain trade runs from the Gay Nineties of one century to the Disturbed Thirties of another. They knew the days when strong and reliant pioneers pushed westward to take up free land where they could produce the small grains needed in a

hungry world; they have lived to see a day when it is proposed that this self reliance be exchanged for the regimentation of an anti-hill society. They began work with this ass'n in a day when the horse and buggy were used as a means of transportation, and they have lived to hear the horse and buggy used as a term of ridicule for their federal constitution. These men have seen the epic of America written into history. We can only listen respectfully to the wisdom of their experience.

And while we are still on the subject of veteran workers of our Ass'n, may I ask your tribute to Charles Quinn, who was secretary of this ass'n for 24 years until he was compelled by reason of his health to retire this last spring.

But you and I have much in common with these first men of our ass'n. They dared to form a national ass'n in the years just after the great panic and depression of the Nineties, when scars of economic tragedy were still seen on every hand. Our fortieth birthday convention comes as we, too, are emerging from a major depression; today men still hesitate, as they did in 1896, to place their faith in the present, or their full trust in the future. But know that back in 1896 there were strong leaders who refused to retreat before economic and political threats. Those men went with enthusiasm into the work of building their national interests into a national ass'n, and were greatly repaid for their enthusiasm. May we only hope that these pioneers can leave this convention, forty years later, with conviction that we, too, are carrying on with enthusiasm and determination the work that they left in our hands.

The history of this Ass'n shows that we were first organized to be a national clearing house for country grain shippers. Those dealers needed some central organization that could bring order from the chaos in the trade. The terminals, the receivers, and others had organizations, but the country shippers had none. So they formed this National Ass'n, which after forty years stands proudly among great national associations of the nation. This Ass'n was one of the major factors in bringing needed order into the grain trade. Twenty-eight years ago we inaugurated a system of uniform grades, —several years before the federal government established its present uniform grades. We were the first trade ass'n to develop compulsory commercial arbitration and today our trade rules, arbitration rules and uniform contracts are models for other strong national organizations. The loud shouting of the political mendicants, and the prayerful solicitations of the would-be workers of marketing miracles cannot subtract from the record of great work that your National Ass'n has done for the producer of, and the dealer in, grain and feed.

Rear-Guard Engagements.—As your president, reporting upon his year of office, it is my privilege and my duty to speak plainly. May I say that it is my personal opinion that the grain and feed trades have been too much inclined to fight rear-guard engagements? We have spent too much of our effort protesting against established wrongs; too little in well-timed effort to prevent those same wrongs. I think we have turned our efforts too often to the state legislatures and the halls of Congress, when our real work perhaps might have begun long before in the corn, cotton and wheat fields where our producer friends live and work.

I do not say this in criticism of any organization working in the national field, not even our own. Neither do I infer that it is improper for men in our trades to protest against the injustice of political attack, or the encroachments of promoters who shout that efficient marketing can be brought about by astrology. Of course we must oppose these daily manifestations of marketing lunacy, but I believe our fundamental work must, in the end, go much deeper than this.

It seems to me that an army fighting a rear-guard engagement is an army in retreat, and I, for one, am not in retreat. You and I are proud of an honest business that provides a modest living for our families; we feel we can recommend our business to our sons as an honorable and useful occupation; we have made our friends among the men with whom we deal in both buying and selling. We are not retreating from that business, whatever threats of political necessity and economic racketeering arise against us.

Joint Action Needed.—Therefore, I sincerely feel a need in my business for this National Ass'n. Each year my business becomes less local and more national in its significance. No man can keep his business isolated in one community any longer, because powerful forces arising far distant from our home stations, and political movements that we cannot always even understand, reach into our daily affairs. Common sense long ago taught us that we could meet these outside forces best by joint action, by pooling a little of the time and money of

each of us to form an organization that would work for all of us.

You joined this National Ass'n with much of that idea in mind; so did I. The dues have not been heavy, and I willingly state that I have received many, many, benefits from my small annual investment in this, my national business office. But I am just as willing to express a belief that this National Ass'n is not yet accomplishing as much as we have a right to expect from it. That is not criticism that demands the placing of blame; rather it is the optimistic statement of one member who appreciates the value of this Ass'n, and wants those values increased.

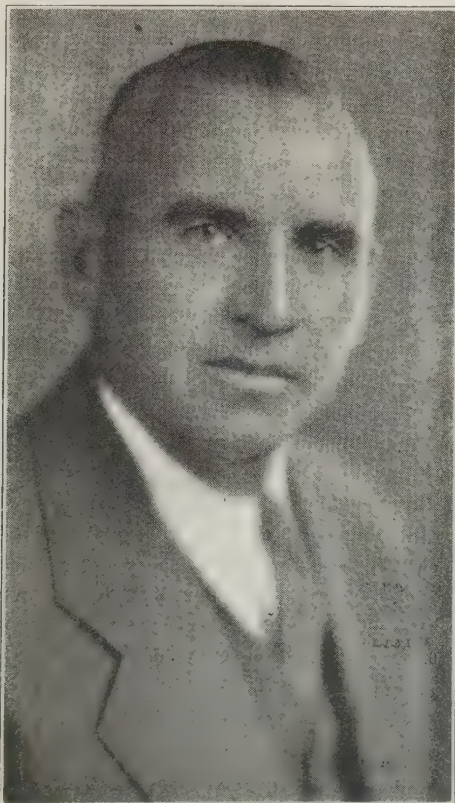
To Broaden Ass'n Activities.—During the past year your officers have studied the possibilities of a much broadened national program. We have corresponded with scores of our members and held conferences with many elements of the grain and feed trades. We have become convinced that this National Ass'n should broaden its activities, adopt a more definite program of national work, and raise its nation voice from a friendly whisper to a healthy shout. Scores of our members have told us the need of this wider work, and have insisted upon such action. But in seeking the machinery for that broader work, we discovered that the depression has lingered over-long in our midst. We are like the prospector who has seen the streak of pay-dirt, but who has not spade with which to dig.

But altho funds for this broadened national program are not in our hands, we feel that some start can be made. Your officers for 1936-37 will obtain, thru the headquarters office, soon after this convention a cross-section of the ideas of the individual members on the matter of a national program. Visits will be made to states and regions to confer with affiliated ass'ns in their meetings and conventions. This material will be placed before your board of directors, and your board will be asked to formulate a national program within the limits of the men and money available to the National Ass'n.

Do not expect this to be an immediate fireworks display, with an accompanying blast noise, for we still have to find the money for the purchase of powder. We only trust that this program, as it gets under way, will draw the interest of more members of the grain and feed trades and will result in more members for our National Ass'n. We have explored the various possible sources of ass'n income; no important financial increase can be expected soon in any direction except that of increased memberships.

These increased memberships will come mainly thru the efforts of you men in the field. If you will realize that this is YOUR Ass'n, and not the particular job of a few elected officers; if you can see, as many of us have seen, that this National Ass'n is as necessary in your business as any bookkeeper or salesman to whom you pay regular wages; then you can help to increase memberships to the point where more desired results can be demanded.

In recent years we have ranged from below 600 to above 1,200 paid-up members. We now have about 750 members, and our goal for the coming year is 900 members. Your officers believe from the records over many years that this National Ass'n should expect a normal annual membership of 1,000. We cannot hope to carry on a really vigorous national program with much less than 1,000 members and while we may not reach 1,000 within this next year, an increase to



1st Vice Pres. O. F. Bast, Minneapolis, Minn.



2nd Vice Pres. E. H. Sexauer, Brookings, S. D.

900 will give us funds to launch a broadened national program.

In any strengthened program of national work, much of the guidance and counsel must come from our affiliated state and regional ass'ns.

It is not difficult for me to convince you that state organizations are necessary for our own well-being, because most of you have seen them in action and witnessed their effective work for us in times of stress. We have seen them rise and meet emergencies with courage and zeal.

Most of our major troubles in recent years have started in the country from promotion schemes generated elsewhere. You will recall the United States Grain Growers, the Grain Marketing Co., and the Farm Board's offspring, the Farmers' National Grain Corporation.

Our state organizations have been quick to meet these developments and to check the threat they contained. After all, the state organization is the real foundation of our entire structure and its efficiency can be so practical and direct as to protect the interests of all its members by preserving proper trade relations, rules and practices. It can and does prevent abuses and brings swift retribution on all who wilfully ignore the fair, just rules set up by all, in the interest of all.

Efficient state secretaries who are hustling, and on the job, constitute the most important factor in state organizations. Most of our affiliated ass'ns, I am happy to say, have secretaries who have made themselves indispensable to their membership.

Your state ass'n, therefore, fully justifies itself, but it is necessary that the ass'n, and particularly its secretary, co-operate with the National Ass'n in order to properly safeguard your state and your individual interests.

A state ass'n may function perfectly within its own domain, but cannot be effective alone in the national field. The National Ass'n has been dealing with national grain problems and national legislative situations for so many years that we have established valuable and necessary contacts for all state ass'ns. We represent the wider grain and feed interests of all these United States, and our word and influence carry a combined weight that individual state organizations could not hope to realize. Many times the grain trade has found this out by costly experience. If we must do some work in Washington we must learn that Washington doesn't want to talk with individuals; it wants to talk to individuals who represent large groups.

Another stern reality that enters into the picture and must receive serious consideration is that we as a trade group are now operating under a new amendment to the Grain Futures Act known as the Commodity Exchange Act. This affects directly a large number of our members and indirectly it will affect all engaged in the grain and feed trades. At present the government is setting up rules and regulations looking to the enforcement of this law. What these rules will be, no one yet knows, but they will undoubtedly affect our terminal markets and grain exchanges.

I am assuming that you hold with me that the terminal markets are integral parts of our grain marketing machinery and must receive the active support of the National Ass'n. I desire to go on record as saying that the state and national ass'ns should stand squarely behind every properly conducted terminal market and grain exchange to the end that rules and regulations be not enacted that will destroy, or make inactive, or less efficient, the present terminal facilities, or seriously affect our central markets.

Groups of shrewd, scheming men have talked of efficiency and economy in grain handling when their sole, publicly stated aim was a monopoly in grain handling. A tissue of falsehood has been spread by them over the air, in the press, and in public meetings. Much of it has been done at the expense of taxpayers. It has been re-echoed in legislative halls and many have gullibly fallen for it. Others seeking an easy issue for election have eagerly seized on it.

Only those closely identified with the work of the National committee know of the mass of evidence and lines of testimony we have had to bring to bear to counteract all this misinformation.

State ass'n members are in a position to talk with their farmer customers. They should be furnished enough information by the state ass'n to offset false information, unsound economic schemes and the cleverly devised set-ups of the promoters. The country grain dealer should be able to break down the misinformation and the prejudice placed in the farmer's mind. To do so he must have the help of his state and national ass'ns in explaining the efficiency and safety of the present marketing system.

Repeated Congressional investigations have proven this efficiency and safety. We, the grain trade, stand today with a free, open, competitive market, handling the farmer's grain at a lower cost and with more safeguards than offered to any product coming from the farm, getting the producer a higher price for his grain and returning to him a larger share of the dollar than does any other line with which he does business.

I am stressing to you the importance of all grain men actively supporting their ass'ns and

co-operating with every other force that is standing for the preservation of individual business, American farms, homes, and American markets.

The past year of work in your National Ass'n as president has brought some rather unexpected demands upon our time, but I can only say that I have enjoyed it a great deal.

As a chance to see more intimately the sound, decent basis of our national grain and feed marketing system. We have made many valuable new acquaintances and friends. We have come to realize that this National Ass'n is bigger than any of its officers or members; that it is a necessary thing that can easily be altered, but not abandoned.

We have ahead of us greater possibilities for service than we have had before. With faith that you as members will answer the challenge for an increased membership, and with confidence that an expanded national program can be worked out by your officers before the turn of the year, I can only close with a personal expression of appreciation for all the help, the friendly counsel, and the active co-operation that you have given me in the last year. May the year ahead bring you prosperity, health and personal happiness.

BEN E. CLEMENT, Leon Junction, Tex., delivered an able address on present-day conditions that was warmly applauded. It will be published later.

HOMER B. GROMMON, Plainfield, Ill., pres. of the Farmers National Grain Dealers Ass'n, being asked by Pres. Wilder for a few remarks, said:

We believe in competition. We want to see people put out a bid. We want as many people in the grain business as possible, so we can sell to the best advantage.

The 13 years of large crops of wheat, corn and oats brought more money to the farmers than the 13 years of small crops, by \$12,000,000,000 more business to the railroads and more jobs.

From the 13 years of large crops there were marketed 333,000,000 tons more freight.

We believe in volume production at so low a cost that it can be sold at a profit.

The farmer wants as much competition for his grain as he can have.

Legislation that limits the number of buyers or speculators injures the farmer.

PRES. WILDER: We have two very able speakers who can tell us of the drouth. The first of the speakers is E. O. Pollock, in charge of the federal Livestock Relief Agency, at Kansas City, Mo.

MR. POLLOCK'S address on "The Feed Situation in the Drouth Areas" is published elsewhere.

T. R. SHAW, Minneapolis, Minn., editor of the Cargill Crop Bulletin, read a paper on "The Drouth Years" which is published elsewhere.

H. R. SUMNER, sec'y of the Northwest Crop Improvement Ass'n, was not present to deliver his address on "Seed Problems of the Drouth," Sec'y Bowden explaining that his lifetime friends, Sumner, was at a hospital in



Director Fred E. Watkins, Cleveland, O.
Chairman Executive Committee.

Rochester, Minn., undergoing an operation.
Adjourned for stag party tendered by the Milwaukee Grain and Stock Exchange.

Tuesday Morning Session

PRES. S. W. WILDER called the Tuesday morning session to order at 10:20 with a request for reports from the several arbitration committees.

O. L. Barr reported for Com'ite No. 2 that two cases had been satisfactorily adjusted and none pending.

S. P. Mason of the Appeals Com'ite reported only one case not finally disposed of.

PRES. WILDER: Arbitration seems to be a matter that does not come up any more; but is very important as a saving to members.

ELMER HUTCHINSON, Arlington, Ind.; I congratulate the trade that they understand the trade rules and the principles enunciated by the Ass'n in its early days.

HAROLD GRAY, Crawfordsville, Ind., reported as follows for the Transportation Com'ite:

This year for the first time we see a better organized and a more uniform plan of regulation.

The "Motor Carrier Act, 1935," has now been effective long enough to indicate that a workable plan more nearly satisfactory to all interests will soon be molded into shape. Considerable time will yet be required to get the general public familiar with the application and interpretation of the various rulings.

Considerable work has been done during the year by establishing practical contacts between trucks, railroads and shippers in order to preserve and continue a sound economical transportation in the public interest. Rates, classifications, rules, and general practices are studied in a way not to jeopardize existing established rules and principles that have worked satisfactorily in the past. All agencies are co-operating in this respect, altho it has been a long, uphill fight.

There are, however, still many unregulated forms of trucking, such as the itinerant truck peddler whose activities it is claimed are demoralizing the established trucking industry, which is subjected to the extra cost of governmental regulation, while the itinerant pays only such taxes as he cannot escape.

It is highly desirable that all shippers be careful in the selection of their motor carriers, that they are properly covered with security bonds, insurance, and would be responsible in the payment of all loss and damage claims.

Complete legible freight bills should be requested from all motor carriers which carry all information as to all freight transportation and a full settlement therefor. It is desired that a uniform B/L as well as a freight bill will soon be agreed upon by motor carriers.

The trucking companies, generally, are demanding payment for their tariffs. There is considerable work being done to bring about the furnishing of these tariffs by motor companies to the shippers free of charge. This is only proper, as the railroads have been doing this for years and we hope the motor carriers will assume this legitimate expense.

There is also considerable discussion concerning the credit period for the collection of motor highway transportation charges. The Interstate Commerce Commission has instituted an investigation known as Ex Parte BMC No. 1 to determine rules and regulations to govern the extension of credit in the settlement of their charges.

On April 7, I appeared before Commissioner Aitchison at Chicago, along with 100 others representing the manufacturers of feed, fertilizer, packing industries, shippers of livestock, poultry, coal, iron, grain, grain products, and others affected by the emergency rates as set forth in Ex Parte No. 115. The railroads were asking to make the rates permanent. This testimony, taken in addition to others at various places over the United States, was convincing evidence that the rates were hurting business, causing an enormous tonnage to go to trucks, and in general was proving harmful to the railroads as well as the general public.

The Interstate Commerce Commission therefore authorized continuation of the surcharges with some exceptions only until December 31, 1936.

It is reported that the carriers will continue their efforts to translate these emergency charges into permanent rates. This may be done by filing tariffs covering the respective commodities, and shippers would be on the lookout for such tariffs, if they desire to have them suspended for investigation by the Commission.

On Nov. 20-21, 1935, I attended the Chicago annual meeting of the National Industrial Traffic League and represented this Ass'n. I have followed their work closely and wish to com-

mend them most earnestly in their valuable and persistent efforts in the interests of the shipping public and to their fairness to all modes of transportation. If it is possible for any of you to become members of this League, it is highly recommended that you do so.

It is gratifying to note that all means of transportation are working together more closely than ever before, and that by another year, many important phases of uniform regulation will be worked out to the advantage of all.

The auditing com'te's finding that the sec'y and treasurer report was correct was accepted.

CHESTER L. WEEKES, St. Joseph, Mo., read a paper on "Trucking Competition" which is published elsewhere in this number.

FRED E. POND, sec'y Buffalo Corn Exchange, explained how certificates of weight and inspection are now safeguarded in that market.

At the terminal elevator are two men who perform weighing service. One is employed by the elevator and the other by the Exchange and is responsible to the Exchange alone. They must transfer to the record every infinitesimal fact regarding the weight.

We require the weighman in the employ of the Exchange actually to execute the certificate.

The scale ticket is checked and initialed, and the certificate is checked against the record. If errors, erasures or smudges appear, a new certificate has to be made and the spoiled certificate is kept as a check on the man. We adopted a protectograph numbering machine. During July and August only one out of 9,000 certificates showed perforations reading different from the written figures; so that now we have another clerk compare the written figures with the perforations.

On the inspection certificate we had a hand operation entirely. We adopted the pin point figures, and we changed the weight of the paper from 20 to 12-pound bond.

To a limited extent we weigh truck loads from the very near farms. We grant no favors to truckers. We charge them as much as on a whole carload. The trucking is by the manufacturers of feeds.

M. H. LADD, Weighmaster Milwaukee Grain & Stock Exchange: The fee for weighing trucks in Milwaukee is 20c. I do not believe the truck-loads are inspected.

Uniform Grades Com'te Report

LEW HILL of Indianapolis, Ind., provoked the only real discussion of the convention by his reference to cereal oats in his report as chairman of the Uniform Grades Com'te. He said:

Even tho your com'te has accomplished very little in the way of actual results pertaining to the problems which have been brought out, the one thing we hope is that the grain trade, particularly the country elevator dealer, may realize that the National Ass'n has worked and performed its duty on this subject to advance

his interest. The National Ass'n has spent real money in bringing before the trade these grade problems. The com'te itself has spent its own money and we assure you with no regrets. The very sad and disappointing part of it all is that we appear before you this morning with a decidedly unbalanced budget in so far as results are concerned.

The com'te is very glad to report that they have appeared before seven regular state meetings and one especially appointed com'te that appeared before the Bureau of Agricultural Economics at Washington on the matter of changing the size of the sieves in the determination of foreign material and cracked corn. Your com'te has also appeared before fifteen or more local meetings in the various states in which this grade subject was the principal topic of discussion. In all, we should say that we have appeared before 3,000 or more dealers, most of whom have been country elevator operators.

Besides this, we have carried on an extensive correspondence with individual dealers in regard to their ideas of the effects of these changes as pertain to their business. As you know, the principal objection or annoyance to the trade was first the musty oats, or the throwing of all oats that were musty into the sample grade.

The harvest, of course, of 1935 was from a wet year, therefore, the annoyance of what inspectors determined as must. On the other hand, dealers felt that this was not a musty odor but was more of a ground, straw or bin odor. We tried through our presentation of papers and arguments to convince the federal department as well as the regular inspectors that they were being too severe on the oats that they determined as being musty. A great deal of time and attention were given this subject.

The next objection in line was perhaps the results of the Tag-Heppenstall Moisture Meter. This was a nightmare, so to speak, particularly in the soft wheat territory. Country dealers were experiencing a great deal of trouble in getting their Brown-Duvel Moisture Tester to check with the new Tag-Heppenstall Machine. Moisture determination was higher in the terminal markets where they were using the Tag Machine than it was at country points, consequently heavy discounts were being assessed the country dealers.

Right here we can not refrain from calling attention again to what we think was a decided boner on the part of the federal department in raising the temperature of the Brown-Duvel Machine from 180 to 190 degrees without ample notice to the trade in general.

One other point that the country grain dealer wanted especially to be enlightened upon was on calling federal appeals, in which case, he insists the federal inspector should go direct to the car in question without fore-knowledge of the grade. This point has brought out quite a bit of argument and while we believe that the country grain dealer is not satisfied in his mind that in almost every case the inspector does go to the car and draw a fresh sample, the com'te investigated in most of the terminal markets and find that this is the case. The act requires that the original certificate be surrendered before the federal inspection certificate can be made.

Grain inspection is a department of our business which we think has been badly neglected and not presumably so by the most of us. We take it too lightly and too much for granted.

Our three years of experience with the Uniform Grades Com'te has impressed the importance of this matter upon us. The meetings held by the chief inspectors of the various markets in connection with our National meeting, together with the men from the Bureau of Agricultural Economics, is a step in the right direction. We hope it may become a permanent aggressive arrangement. We ask that you please encourage it.

If there is one department of our business that should be 100%, it is the inspection of grain. It means price, discount and premium. It is the principal factor between the buyer and seller. We feel that, and it is only a suggestion on our part, that when and if the National Ass'n feels they can afford it, they should employ a good capable responsible man to travel around from one market to another, one section of complaint to another, contacting the inspectors in the various markets as well as the department of Bureau of Agricultural Economics and follow up complaints and grievances of inspection.

We have found with our contact with the men of the Department of Agricultural Economics, Parker, Mills, Smith, Carroll and others, that they are a smart, keen bunch of men and I am prompted to say hard headed, and please take that as I meant it. We were of the opinion that we had submitted enough evidence from the trade that these changes that went into effect in 1934 were not wanted at that time. We thought we had submitted enough evidence on the Tag-Heppenstall Moisture Meter that changes here were necessary. We thought we had submitted evidence on the musty oats complaints to bring about some relief. We thought that we had submitted evidence on the cracked corn and foreign material to bring about relief and you know what has happened. In few words, the Uniform Grades Com'te report is a decidedly unbalanced budget. In fact, your Uniform Grades Com'te had decided three months ago that its work was finished but there was brought to its attention about three weeks ago a point which seems to be a very annoying condition in certain sections—namely, cereal oats, and without further ado we are going directly into this subject.

Cereal Oats—At this time I should like to bring to your attention a condition that seems to be confined to what we could designate as the northwest territory. On Aug. 26 I received a letter from E. H. Sexauer calling my attention to "cereal" oats. It was quite a shock to me because our own market, Indianapolis, hasn't had a single car of cereal oats, altho quite a few samples have shown from 15 to 20%. I, of course, started an investigation of this subject and I find in the August issue of grain inspectors' letters from the various markets the conditions that prevailed up to that time. I have them tabulated here according to the findings in their respective markets.

Buffalo—only a fraction of a per cent of receipts are grading cereal. Chicago—a small percentage of the oats receipts are grading cereal but a large percentage carries between 15 and 18%. Cincinnati—no country shipments have graded cereal. Oklahoma City—no mention was made of cereal oats. Portland—no mention was made of cereal oats. St. Louis—the grade of cereal oats have been almost negligible in number. Toledo—so far none have been graded cereal.

Kankakee—the principal grading factor to contend with is cereal oats, as about 30% contain from 21 to 26% cereal. Milwaukee—while the oats is of good test weight many small and under-sized kernels are present, the cereal oats will be more or less of a factor as most of the oats contain from 12 to 20% of under-sized oats. Minneapolis—the percentage of oats grading cereal for the first 15 days of August was 29%. Omaha—many more oats are grading cereal this year than last, with approximately 60% of all receipts falling in this special grade.

There has been a suggestion made that it be recommended to the Department of Agricultural Economics that the words "or natural" be stricken out in the cereal oats definition.

Cereal oats are defined in the grade rules as "Any oats, whether sized, clipped or natural, which contain more than 20 per cent of oats and/or other matter except fine 'seeds' that will pass thru a 20-gage metal sieve with slotted perforations 0.064 inch wide by $\frac{3}{8}$ inch long."

In other words, this suggestion means that country run oats coming into the terminals should not be graded cereal. In order to show the exact condition which a country elevator operator would have to meet in determining cereal oats in order that he might show his farmer customer an attempt to discount him and I mean attempt, I have asked this chief inspector to run his sample. Then you may form your own conclusions as to how you think this definition for cereal oats should apply as to the country elevator dealer.

CHAS. D. JONES, Nashville, Tenn.: You don't want a pin oat or a cereal oat to be graded No. 2 white. I do not care what the designation is as long as minds of buyers and sellers meet.



John W. Jouno and James P. Hessburg of Milwaukee's Entertainment Committee

S. W. WILDER: In Iowa it is understood the cereal oat is one that has gone thru the mill. The cereal oat is not a natural oat.

MR. JONES: Would you change the name from cereal oats to No. 3 white pin oats? The grade must indicate to the buyer what he will get. Why have two names? The farmer does not need protection. He will not suffer one way or the other.

E. H. SEXAUER, Brookings, S. D.: It is impossible in the country to apply a discount to oats grading "cereal." In Minneapolis records show 30 per cent of the receipts grading cereal. It is a discount being unfairly assessed against the country shipper and the producer.

S. P. MASON, Sioux City, Ia.: Only 22 per cent of the oats are actually graded "cereal," but the discount is the same. I move adoption of the recommendation that the amount of cereal oats permitted in the numerical grades be raised to 25 from 20 per cent.

MR. WILDER: I suggest Mr. Hill have a meeting of those interested.

W. R. SCOTT, sec'y of the Kansas City Board of Trade, representing the Associated Southwest Country Elevators, read a paper on "The General Trucking Problem," which is published elsewhere.

C. D. STURTEVANT, Chicago, Ill.: The directors have adopted a resolution that the office of executive vice pres. should be provided for in the rules. The resolutions com'te has drafted a resolution for an increase in the number of directors, 30 to represent the various sections of the country and 15 at large.

The resolution so amending the constitution was adopted unanimously.

An amendment to Sec. 3 was unanimously adopted making it the duty of the directors to elect an executive vice pres. and a sec'y-treas., and to fix their salaries.

Sec'y R. B. Bowden's Report

The sec'y has been forced, because of his late start into the National Ass'n work, to devote almost his whole time in the past two months to preparation for the convention. It has been physically impossible for him to devote the time necessary to the recommendation of a program of Ass'n activity and a program of financing the ass'n, both of which are so urgently pressing at this time.

I request, therefore, that you accept, in lieu of a report on the past year of the Ass'n, these suggestions for the coming months. These suggestions will be, in the main, concerning the absolute need for a comprehensive program of work, and for finances to make such a program activity possible.

We recommend that a program of national activity be formulated from the suggestions and recommendations of members over the country, from affiliated ass'ns, and from our experienced officers. It is proposed that the headquarters office, immediately following the annual convention, be authorized to communicate with the membership and affiliated ass'ns, asking for expressions on a national program for the year; that these suggestions be considered by the board of directors to the end that such a program be drawn up and announced to the membership.

Contact with State Ass'ns.—It is recommended that the Ass'n approve a more frequent and closer contact with state and regional affiliated ass'ns in order that all elements be enlisted in the working out of the national program; that the National Ass'n be represented at state and regional ass'n meetings and conventions where the national program can receive the direct suggestions and comments of the grain trade in the field.

Information Service.—It is recommended that the National Ass'n establish and maintain an informational service with and thru affiliated ass'ns, that the National Ass'n may provide necessary analyses of national legislation, national trade news, and reviews of progress on the National Ass'n program. That this service be in the nature of frequent mimeographed letters, sent not at any stated dates but promptly when they are necessary and available. That such informational service be extended to the entire membership as rapidly as possible. This suggestion does not include any recommendation to cancel or weaken the official publication, as the secretary leaves the matter of the official publication to the wise policy of the board of directors. It is only pointed out here that a more condensed, direct and rapid form of contact be established by the National Ass'n, first with its affiliated ass'ns and, whenever possible, with the full membership.

Midwinter Sub-conventions.—It is recommended that the National Ass'n explore the possibilities of midwinter sub-conventions, one on the Pacific Coast and one on the Atlantic Coast. Twenty-five per cent of our membership is at these two extremes of territory, and they are only partially represented each year at conventions near the interior. It is suggested that such conventions be scheduled only if and when the membership of the area evidences enough interest to warrant such conventions and when the National Ass'n finances permit. The suggestion is made in the hope that interest in the annual convention will be increased and that membership in the distant areas will be drawn more closely into the National's program. It is with no idea of weakening our annual convention.

Finances.—There is a wide demand that this national ass'n broaden its national program in the immediate future. This brings up the question of finances. And increased activity in the ass'n must be accompanied by increased funds as the present program leaves no financial balance for increased work. It seems clear that the income can be increased thru direct memberships and it is pointed out that this extended program must be preceded or accompanied by increased income; a national program more extended than the program of past years cannot be realized out of funds now on hand.

It is recommended that the National Ass'n set for its membership goal of 1936-37 a figure between 850 and 900, which will mean, figuring normal losses, an increase in new members of between 150 and 200; that the officers appoint state and regional membership com'tes, with quotas agreed between the officers and members; that no dues be increased for direct memberships, but that the National Ass'n consider, with the approval and consent of state and regional affiliated ass'ns, a reduced membership fee for the smaller businesses in the field.

Younger Men's Convention.—The suggestion is offered to you that the annual convention of 1937 be styled the "younger men's convention."

where the speakers are chosen largely from among the younger members of the group, where there shall be a "young timers" meeting. This suggestion is offered here upon the written request of many of the older members, who feel that, following this birthday convention of old-timers, we should invite and welcome more active participation by younger men next year.

It is our personal belief, from study so far, that the National Ass'n should expect a normal membership of 1,000 grain and feed dealers. The membership in 40 years has averaged near that figure, running from below 650 to above 1,200 paid-up. It is perhaps too much to expect that the full normal membership of 1,000 can be enlisted within the coming year, but it is a goal which, we believe, should be set and worked toward.

Service to Feed Trade.—It is recommended that the National Ass'n formulate a definite program of service to the feed trade more comprehensive than any offered in the past. That such a program be worked out after consultation with leaders of the feed trade and in cooperation with established organizations and representation of that trade. It is suggested that be a part of the national program, and an important part, if the present name of the National Ass'n is to be definite.

In Summary: Finances should be provided at once to enable the National Ass'n to formulate and carry out a program worthy of the national interests of the grain and feed trades. Given such financial support and definite program, there is every right on the part of the membership to demand satisfactory results. Such results can be checked to departments, and failure on the part of employees can be remedied each year, if necessary, by appointment of new employees; if on the part of the officers and field workers, then new officers and field workers should be elected or named.

It is our confident, if unasked, opinion that the National Ass'n is more important than any

The Barley Grading School

A bright, clear October sky and the well lighted trading hall of the Milwaukee Grain and Stock Exchange provided ideal conditions and place for the first grading school held in conjunction with the annual meeting of the Grain & Feed Dealers National Ass'n, and in view of the fact that Milwaukee is the great malting center of the U. S. A. it is the proper place to hold a Barley Grading School.

The promoters of this free school were more than delighted with the encouraging attendance of 71 delegates deeply interested in the problems confronting barley dealers who strive to judge the value of the barley handled.

W. L. INGLES, Federal Supervisor at Milwaukee, opened the Barley Grading School with an address of welcome. After telling of the establishment of barley grades and the later addition of the grades of malting barley, Mr. Ingles reviewed the different grading factors and explained the use of the different pieces of equipment in determining the grading factors.

Portions of samples of barley, previously weighed and placed at intervals about the large sample tables, were assigned to the students,

who undertook to determine heat damage, blight damage, skinned and broken kernels, objectionable malting types, and mellowness or texture of the kernels.

The work of each student was judged and reviewed by **W. P. Carroll,** **H. P. English,** member of the Board of Review, **A. A. Breed,** Chief Grain Inspector of the Milwaukee Grain and Stock Exchange, and Federal Supervisor **W. L. Ingles.**

After lunch an opportunity was given for questions on the work of the morning and President **S. W. Wilder** of the National Ass'n welcomed the students and commended them for their enterprise.

H. P. ENGLISH gave an explanation of the interpretation of the grading factors.

W. P. CARROLL told of the Production of Barley and Its Uses.

Dr. James G. Dickson of the University of Wisconsin told of the varieties of barley and diseases as relating to desirable malting.

The complete success of this first grading school held in conjunction with the National Ass'n's annual meeting was most gratifying and insures even a greater attendance at future sessions of the grading school.



Some of the Barley Grading Students on Trading Floor of the Milwaukee Exchange

of its officers or paid employees. In this day of group action, failure of satisfactory activity by this National Ass'n can only result in the formation of other bodies thru which to obtain needed results. For the demand for an organization can only result in the formation of other bodies through which to obtain needed results. For the demand for an organization of national importance is undeniable. The grain and feed trades need such national voice, demand it, and will have it in some fashion.

The challenge is direct to this National Ass'n; that we adopt a workable national program and carry it out; that the membership provide adequate funds for such a program. The challenge is to all of us—the members in the field, the elected and appointed officers, the paid employees. Failure on the part of one of these three will handicap the others. All working together will give the grain and feed trades of the United States a Grain and Feed Dealers National Ass'n which they can point to as one of their most valued and valuable employees and servants.

NEW OFFICERS

The following officers for the ensuing year named by the nominations com'te were unanimously elected:

Directors: F. E. Watkins, Cleveland, O.; G. A. Pritchard, Fortville, Ind.; Ben Feuquay, Enid, Okla.; D. W. King, San Antonio, Tex.; Fred Faber, Philadelphia, Pa.; G. G. Steere, Van Nuys, Cal.; J. H. Caldwell, St. Louis, Mo.; F. E. Gillette, Nashville, Tenn.; J. A. Linderholm, Omaha, Neb.; Rees Dickson, Louisville, Ky.; Chas. G. Robinson, Memphis, Tenn.; A. C. Koch, Breese, Ill.; J. C. Smith, Grundy Center, Ia.; John B. Stouten, Buffalo, N. Y.; S. P. Mason, Sioux City, Ia.

Additional directors: C. F. Morris, Charlotte, N. C.; J. C. Crouch, Dallas, Tex., and Lew Hill, Indianapolis, Ind.

Pres., S. W. Wilder, Cedar Rapids, Ia.; first v. p., O. F. Bast, Minneapolis, Minn., second v. p., E. H. Sexauer, Brookings, S. D., all re-elected; R. B. Bowden, St. Louis, Mo., executive vice pres. and sec'y-treas., and E. D. Kiburtz, asst. sec'y-treas., both elected by the directors.

J. O. BALLARD, St. Louis, Mo., read a lengthy resolution pledging the support of the Ass'n toward legislation by the states to combat the inroads of the truckers on the business of grain shippers and allied trades.

C. D. JONES, Nashville, Tenn., while believing the resolution to be a proper one said under the constitution resolutions had to be referred to the resolutions com'te, and so moved. Carried.

Resolutions Adopted

The members of the Grain and Feed Dealers National Ass'n assembled in this fortieth annual convention, extend their thanks and appreciation to their hosts, the members of the Milwaukee Grain & Stock Exchange, for the splendid manner in which the arrangements for this convention entertainment and program have been handled, and especially to President John V. Lauer of the Milwaukee Grain & Stock Exchange and his capable associates, who have contributed so effectively toward making of this convention an outstanding success.

Endorse Group Meetings

Thanks and appreciation are extended to the officers of this association for the organization and consolidation of the important convention business routine through the agency of group conferences, thereby accomplishing in two days of assembly what formerly required three days, and it is recommended that this same plan of procedure be adopted for the next annual convention.

Chas. Quinn

Thanks and grateful appreciation for his long record of efficient and faithful service to the association as secretary are extended to Mr. Charles Quinn, who has retired from active duty within the past year. The Association extends to him its best wishes for continued health and happiness.

Federal Funds for New Elevators

This association deprecates the policy of the federal government continuing to provide federal funds for the construction of new country elevators, feed and seed plants in communities where no practical need for such facilities exists. The injury and embarrassment to reputable dealers already established in such communities by unwise and illogical federal promotion of the construction of unneeded new facilities is sure to result in eventual impairment of the farmers' market.

Will Study Farm Storage

It is recommended that this association make a comprehensive study of farm storage of grain under federal regulation, and that factual material and findings from this investigation be made

available to the membership as early as possible.

Deplores Civil Disorder

This association deprecates the spread of civil disorder in labor disputes throughout the country. It calls upon constituted authorities everywhere to rigidly enforce the observance of laws that afford protection to individuals and property against violence.

Increase Number of Directors

It is recommended that the constitution of the association be amended to provide for the directorate of not less than 30 and not more than 45 directors, and for an executive vice-president.

Approve Track Scale Specifications

Whereas in the interest of uniformity, the various interested agencies including the Terminal Grain Weighmasters National Ass'n have agreed to modify the existing specifications for four-section track scales as drafted by the American Railway Engineering Ass'n, and endorsed by the National Scale Men's Ass'n, and

Whereas, in order to obtain this uniformity the Grain and Feed Dealers National Ass'n has been requested to give its approval to these modified specifications, a copy of which is attached, therefore be it resolved that this association does hereby endorse these specifications.

Adjourned for golf tournament, after which the business session would be resumed at the annual banquet in the evening.

Attended Milwaukee Convention

Visiting Ladies included: Mesdames: J. M. Adam, St. Louis, Mo.; T. B. Armstrong, Kansas City, Kans.; J. O. Ballard, St. Louis, Mo.; F. L. Barlow, Peoria, Ill.; O. L. Barr, Bicknell, Ind.; O. F. Bast, Minneapolis, Minn.; A. H. Beardsley, St. Louis, Mo.; F. C. Bell, Omaha, Neb.; G. E. Booth, Chicago, Ill.; R. C. Booth, Cedar Rapids, Ia.; J. T. Buchanan, Omaha, Neb.; C. A. Bulpitt, Fort Dodge, Ia.; H. A. Butler, Omaha, Neb.; J. H. Caldwell, St. Louis, Mo.; C. A. Carey, Omaha, Neb.; H. R. Clark, Omaha, Neb.; J. J. Coffman, Chicago, Ill.; A. Cohen, Winnipeg, Man., Canada; J. C. Crouch, Dallas, Tex.; F. A. Dahl, Lowell, Ind.; R. R. DeArmond, St. Louis, Mo.; R. H. Dickson, Louisville, Ky.; O. S. Dowse, Chicago, Ill.; N. W. Duvall, Jr., Louisville, Ky.; E. L. Dwyer, Fort Dodge, Ia.; E. B. Evans, Decatur, Ill.; F. Faber, Philadelphia, Pa.; E. Fitzgerald, Cincinnati, Ohio; C. Flanley, Sioux City, Ia.; H. F. Funk, Lodi, Ohio; C. A. Geiger, St. Joseph, Mo.; Wm. Gerring, Algona, Ia.; H. B. Godfrey, Chicago, Ill.; H. L. Gray, Crawfordville, Ind.; H. H. Green, Pattonsberg, Mo.; Wm. Grettenberg, Coon Rapids, Ia.; J. R. Harper, Mexico, Mo.; E. M. Hibbs, Kansas City, Mo.; J. C. Hight, Decatur, Ill.; H. L. Hockman, Canal Winchester, Ohio; C. C. Hurst, Chicago, Ill.; A. Jericho, New London, Ia.; E. R. Jessen, Kansas City, Mo.; J. W. Jetterson, Union City, Tenn.; F. A. Jost, Chicago, Ill.; H. A. Juneau, Superior, Wis.; A. Kilz, St. Louis, Mo.; C. C. King, Pittsfield, Ill.; L. E. Lake, Colfax, Ind.; P. Larson, Sioux City, Ia.; F. Lenoir, Sioux City, Ia.; W. Lerigo, Davenport, Ia.; J. A. Linderholm, Omaha, Neb.; B. J. Logan, Deerfield, Wis.; C. A. McCotter, Omaha, Neb.; F. P. Manchester, Omaha, Neb.; E. Markham, Washington, D. C.; S. Mason, Sioux City, Ia.; E. H. Miller, Chicago, Ill.; W. M. Moore, Covington, Ind.; J. F. Mueller, Calamus, Ia.; R. F. Myers, Lansing, Mich.; L. C. Newsome, Minneapolis, Minn.; W. W. Pearson, Upland, Ind.; E. H. Phares, Central City, Neb.; L. A. Plumb, Long Beach, Calif.; L. Potishman, Ft. Worth, Tex.; E. T. Robertson, Knoxville, Tenn.; G. H. Rogers, Dallas, Tex.; Schaber, Jr., Cedar Rapids, Ia.; H. F. Schell, Lancaster, Pa.; Edna Samuelson, Ames, Ia.; J. A. Schmitz, Evanston, Ill.; E. H. Sexauer, Brookings, S. D.; O. A. Severance, Kansas City, Mo.; T. R. Shaw, Minneapolis, Minn.; C. A. Simison, Romney, Ind.; D. P. Simison, Romney, Ind.; J. C. Smith, Grundy Center, Ia.; J. Stark, Kansas City, Mo.; S. A. Steensen, Ft. Dodge, Ia.; G. G. Steere, Van Nuys, Calif.; Clara E. Stookey, Canal Winchester, Ohio; A. D. Sturtevant, Chicago, Ill.; O. D. Sturtevant, Chicago, Ill.; L. M. Swift, East Lansing, Mich.; F. Taylor, Omaha, Neb.; F. J. Taylor, Omaha, Neb.; H. C. Timm, New Holstein, Wis.; A. G. Torkelson, Fort Dodge, Ia.; H. G. Tyler, Lowell, Ind.; H. A. Volz, Louisville, Ky.; S. Wilder, Cedar Rapids, Ia.; E. J. Willson, Worthington, Mo.; F. Winter, Chicago, Ill.; C. D. Wise, Bellevue, Ohio; C. W. Wright, Portland, Ore.; F. Zinn, Battle Creek, Mich., and Miss Naomi Grettenberg, Des Moines, Ia.

Chicago: H. B. Alyea; F. T. Bascom; James E. Bennett, James E. Bennett & Co.; Geo. E. Booth, Lamson Bros. Co.; Ralph H. Brown; James Burke, Chicago Board of Trade; James E. Carins; L. R. Carpenter, James E. Bennett & Co.; Geo. S. Chesbro; J. J. Coffman; E. W. Bailey & Co.; Henry S. Cox; J. L. Dickenson; O. S. Dowse, Stratton Grain Co.; C. M. Galvin, James E. Bennett & Co.; J. M. R. Glaser, Rosenbaum Brothers; Harry B. Godfrey, Bartlett Frazier Co.; Eugene F. Harvey; F. A. Jost and son; P. H. King; Howard Lipsey; Emmett McDonough; E. W. Bailey & Co.; John McLean; F. A. Miller; J. E. Bennett & Co.; C. R. Miles; U. S. C. of C.; W. Moorhead; John H. Murphy; James A. Noble; C. D. Olsen; K. B. Pierce; J. E. Bennett & Co.; Arthur J. Pollak, Hulburd War-

ren & Chandler; Harry R. Sawyer, J. H. Dole & Co.; Louis Sayre; Philip C. Sayles, Cargill Grain Co.; R. A. Schuster, Rosenbaum Brothers; Geo. L. Stebbins; C. D. and Austin D. Sturtevant, Bartlett Frazier Co.; R. L. Squire; Richard Uhlmann; Geo. A. Wegener; Thomas Y. Wickham; John F. Withrow, Hulburd Warren & Chandler.

Minneapolis: O. F. Bast; A. L. Burdick; Harry J. Butler; Leo J. Carlin; J. M. Chilton; E. C. Christl; Norman E. Clarke; Harry G. Cowan; J. T. Culhane; F. W. Drum, Cargill Grain Co.; A. W. Erickson; John P. Fudali; E. J. Grimes, Cargill Grain Co.; H. J. Hall; F. P. Heffelfinger; A. G. Hessburg; C. W. Jensen; P. R. McCaull; E. F. Morris; Otto Naumann, Cargill Grain Co.; W. J. North, James E. Bennett & Co.; Otto A. Zimmerman; L. C. Newsome; Harry Olson; F. B. Parsons; P. F. Scheunemann; T. R. Shaw, Cargill Crop Bulletin; M. W. Smith; Walter Stanger; M. W. Thatcher.

Peoria: F. L. Barlow, Peoria Board of Trade; Geo. T. Cole, Cole Grain Co.; H. H. Dewey, W. W. Dewey & Sons; Guy F. Luke, Luke Grain Co.; Chas. J. Potter; W. F. Stoltzman, C. H. Feltman Grain Co.; W. W. Wheat; B. E. Wrigley, Geo. W. Cole Grain Co.

St. Louis: J. M. Adam, Anheuser Busch, Inc.; Paul Atkinson, Norris Grain Corp.; John O. Ballard, Ballard Messmore; A. H. Beardsley, Picker & Beardsley; J. H. Caldwell; Bert Collins, Checkerboard Elev. Co.; R. R. DeArmond, Merchants Exchange; S. W. Dreyer; H. E. Halliday, Norris Grain Corp.; Arthur Kilz, Schultz & Niemeier Com. Co.; P. C. Knowlton, Knowlton Grain Co.; Walter J. Krings, Merchants Exchange of St. Louis; Al Lipsey, Norris Grain Corp.; Dan S. Mullally, Mullally-Evans Co.; R. E. Nye, Denver Alfalfa M. & P. Co.; Wm. E. Ohlemeyer, Jas. E. Bennett Co.; H. H. Savage, Continental Grain Co.; O. H. Schwarz, Schwarz Grain Co.; C. H. Williamson, Bartlett Frazier Co.

Omaha: John C. Ackerman; W. T. Burns, Burns Grain Co.; Hugh A. Butler, Butler-Welsh Grain Co.; J. T. Buchanan, Omaha Elevator Co.; F. C. Bell, Bell-Trimbale Grain Co.; J. N. Campbell, Nebraska Gr. Dirs. Assn.; C. A. Carey; H. Christopher; G. F. Dristy, Updike Grain Corp.; Albert Hedlund, United Grain Co.; E. O. Holmquist, Holmquist Elevator Co.; J. A. Linderholm, Crowell Elev. Co.; F. P. Manchester, Sec. Omaha Grain Exch.; Frank Taylor, Taylor Grain Co.

Kansas City: E. A. Cayce; F. J. Fitzpatrick; E. M. Hibbs; Earl A. Hogan; F. E. Hogan; E. R. Jessen; G. A. Johnson, Wolcott & Lincoln; R. A. Kelly; Fred M. Klecan, James E. Bennett & Co.; W. B. Lathrop; Jack Martin; Wm. J. McNeil; B. J. O'Dowd; J. P. Parks; E. O. Pollock; W. R. Scott, Board of Trade; O. A. Severance; John Stark; W. A. Stevens, Southwest Country Elevators; L. C. Worth.

Philadelphia: R. D. Christ; Fred Faber.

Buffalo: John N. Anderson, Kellogg Grain & Elevator Co.; O. E. Auerbach; M. F. Cohn; Calvin G. Ireys, American Elevator & Grain Div.; Thomas C. O'Brien, Superior Elevator & Forwarding; Fred E. Pond, Corn Exchange of Buffalo; J. B. Stouten, Lewis Grain Corp.; George B. Wood, Wood Grain Corp.

Indianapolis: E. E. Allison, Steinhart Grain Co.; Lew Hill, the Lew Hill Grain Co.; O. P. Larimore, Cleveland Grain Co.; Warren K. Mannon, Standard Elevator Co.; Ed. K. Shepperd, Cleveland Grain Co.

Nashville: F. E. Gillette; R. W. Hale; Chas. D. Jones.

Louisville: Rees H. Dickson; John S. Green; Harry A. Volz; Clark Yager.

Spokane: Frank M. Baller; W. H. McDonald; H. R. Raymond.

Cedar Rapids: R. C. Booth; C. A. Davis; S. L. DeSmidt; Guy E. Hillier; Henry Holscher; W. G. Hottensen; Leland C. Miller; Z. A. Salit; J. R. Schaber; S. W. Wilder; Tudor Wilder.

Dallas: Z. E. Black; J. C. Crouch; G. H. Rogers.

Toledo: G. R. Forrester, G. R. Forrester Co.; Fred Mayer, H. W. DeVore & Co.; S. L. Rice, Rice Grain Co.

Duluth: J. R. McCarthy; Earl M. White.

Cleveland: F. E. Watkins.

Superior: L. R. Eauplaise; H. A. Juneau, Wis. Grain & Whse. Comm.; and C. W. Peacock, Wis. Grain & Warehouse Comm.

Sioux City: Chas. Flanley; Frank Lenoir; Sam P. Mason; A. P. Meyers; R. A. Swensen, James E. Bennett & Co.

Fort Dodge: Pirl Bourret, Quaker Oats Co.; C. A. Bulpitt; E. L. Dwyer; S. A. Steensen, Jas. E. Bennett & Co.; Art G. Torkelson, Lamson Bros. & Co.

Cincinnati: E. Fitzgerald.

St. Joseph: Chester L. Weekes; C. A. Geiger. **Canada:** Aaron Cohen and W. J. Dowler, Winnipeg; F. H. Dunsford and E. D. Sullivan, Toronto, Can.

Memphis: M. B. Houseal, Memphis Merchants Exchange; Chas. G. Robinson

U. S. Gov't: W. P. Carroll, Chicago, Ill., U. S.

D. A.; Dr. J. W. T. Duval, Washington, D. C.; U. S. D. A.; J. M. Mehl, U. S. D. A.

Insurance: O. M. Earl, Indianapolis, Ind., and C. R. McCotter, Omaha, Neb.; Grain Dealers Mutual Fire Ins. Co.; E. H. Moreland, Luverne, Minn.; Tri-State Mut. Co.

Supply Trade: B. I. Weller, Weller Metal Products Co., Chicago; Vic Oliver, St. Paul; N. W. Elmer, Chicago; Robert Bogges, Chicago; C. C. Hurst, Chicago; Bob Crawford and Gus Ackerman, St. Louis; L. M. Smith and C. S. Phillips, Seed Trade Reporting Bureau, Chicago; Harry B. Olson and Jim Anderson, Harry B. Olson Co., Chicago; V. H. Reid and C. C. St. Cyr, Hart-Carter Co., Minneapolis; W. W. Pearson, McMillin Truck Dumps, Upland, Ind.

Calif.: G. G. Steere, VanNuys.

Conn.: John Pickens, Thompsonville.

Ill.: W. F. Allen, Litchfield; P. M. Faucett, Champaign; I. M. Funk, Kernan; H. B. Grommon, Plainfield; E. B. Evans, Decatur; Roy L. Herrick, Harvard; J. C. Hight, Decatur; C. C. King, Pittsfield; Eugene LeGrand, Decatur; Max Larrick, Decatur; John D. Lynch, Joliet; P. F. Tabor, Sullivan; Frank Ware, Hillsboro.

Ind.: O. L. Barr, Bicknell; Tully C. Crabbs, Crawfordsville; F. A. Dahl, Lowell; Harold L. Gray, Crawfordsville; L. E. Greenwood, Rensselaer; W. A. Gravier, Kirkpatrick; E. Hutchinson, Arlington; M. E. Kendall, Carmel; L. E. Lake, Colfax; W. M. Moore, Covington; G. A. Pritchard, Fortville; C. A. Simison, Romney; D. P. Simison, Romney; H. G. Tyler, Lowell.

Ia.: A. E. Anderson, Algona; L. J. Ewers, Keokuk; A. H. Fuller, Spencer; Wm. Grettenberg, Coon Rapids; F. S. Grange, Ruthven; W. M. Geering, Algona; W. H. Harter, Des Moines; Bert Dow, Davenport; E. A. Haberkamp, Coon Rapids; A. Jericho, New London; Roy L. Krueger, Keokuk; Lyle Lorensen, Gorwin; Wallace Lerigo, Davenport; John F. Mueller, Calamus; J. H. McNamara, Keokuk; Fred Ruhs, Irwin; Harvey J. Paul, Laurel; H. W. Ross, Akron; Geo. J. Rohrer, Paulina; Roy Samuelson, Ames; C. M. Stormes, Des Moines; H. W. Sharpe, Spencer; J. Clyde Smith, Grundy Center; Chas. A. Tower, Des Moines; Paul D. Vetter, Lake Park; C. E. Wood, Albert City; W. G. Young, Sac City.

Kan.: F. A. Derby, Topeka; J. F. Moyer, Dodge City.

Md.: J. A. Manger, Baltimore.

Mass.: A. S. MacDonald, Boston.

Mich.: Fred Zinn, W. L. Jones and James J. Mullen, Battle Creek; R. F. Myers, Lansing (Lansing Grain Co.); S. M. Swift, Lansing; A. L. Riedel, Saginaw.

Minn.: Fred Bickhoff, Wykoff; E. F. Onkka, Windom; H. F. Raabe, New Ulm; J. R. Town, New Ulm; E. J. Willson, Worthington.

Mo.: Harry H. Green and Donald Green, Pattonsberg; J. R. Harper, Mexico; A. H. Meinersbagen, Higginsville.

Neb.: R. W. Larson, Kimball, and E. H. Phares, Central City.

N. C.: C. F. Morriss, Charlotte.

Ohio: Fred A. Abbott, Delta; E. J. Dougherty, Louisville; E. C. Eikenberry, Camden; H. F. Funk, Lodi; Henry L. Goemann, Mansfield; H. L. Hockman, Canal Winchester; M. F. Ingraham, Spencer; J. Motz, Brice; George E. Perkins, Perrysburg; E. O. Teegardin, Duvall; C. O. Wise, Bellevue.

Okl.: Ben Feuquay, Enid.

Pa.: J. R. Major, Linfield; J. A. Trimley, Linfield; H. F. Schell, Lancaster.

S. D.: E. H. Sexauer, Brookings.

Tenn.: Earle T. Robertson, Knoxville; J. W. Jetterson, Union City.

Tex.: E. W. Crouch, McGregor; Ben Clement, Waco; Leo Potishman, Ft. Worth.

Wis.: F. F. Becker, Woodland; E. J. DeBroux, Valders; Louis Felden, Elm Grove; F. B. Green, Evansville; A. B. Laubenstein, Hartford; Colby A. Porter, Fox Lake; F. J. Schildhauer, New Holstein; H. C. Timm, New Holstein; Walter Uebele, Burlington.

Directors' Action

Following the regular session a directors' meeting appointed to the Executive Com'ite Otto F. Bast, Minneapolis; Fred Watkins, Cleveland; John Caldwell, St. Louis; J. C. Crouch, Dallas; and Elmer Sexauer, Brookings, S. D., in addition to Pres. S. W. Wilder, and Sec'y Ray Bowden.

Sec'y Ray Bowden was formally given the additional title of Executive Vice-Pres.

Dallas was selected as the convention city for 1937, with Toronto and Minneapolis distant seekers.

Banquet and Entertainment

A delightful banquet was served to more than 600 delegates, and their ladies, in the beautiful Crystal Ball Room of the Hotel Schroeder Tuesday evening. Every table bore a beautiful bouquet.

During the course of the dining corsages of orchids were presented to the ladies. The splendid Myron Stuart orchestra wandered among the tables to play and sing the requests of the delegates.

J. V. LAUER, pres. Milwaukee Grain & Stock Exchange, presided at the speaker's table.

REV. T. B. LYTER pronounced the invocation.

HON. JOHN M. NIVEN the toastmaster, introduced celebrities with humorous stories.

PRES. S. W. WILDER of the Ass'n extended cordial greetings to all and thanked the hosts for their magnificent entertainment.

ASHER HOWARD, Minneapolis, made the address of the evening, talking about "The Greatest Corporation on Earth." His learned remarks on politics and economics were fully approved by his audience.

After the golf prizes were awarded came a program of entertainment, including the Parrish Sisters, the Gold Dust Twins, Ruth Dennen, Dale and Meyers, and the Wesler Dance Team, all of whom were warmly applauded.

The colorful evening's entertainment continued until midnight with music by the orchestra, to tickle the toes of all who wished to dance.



Over 600 Attended the 40th Annual Banquet of the Grain & Feed Dealers Na

State Ass'n Officials Chat and Chew

Presidents, secretaries, and other officials of state grain dealers ass'ns thruout the country enjoyed breakfast together in Parlor G of the Schroeder Hotel Monday morning, Oct. 12. W. E. Culbertson, sec'y Illinois Grain Dealers Ass'n, Delavan, presided. He called first for a rotary introduction of the 30 delegates in attendance.

FRED K. SALE, Indianapolis, sec'y, Indiana Grain Dealers Ass'n, reviewed his experience in building programs and state conventions. He said:

PREPARING A CONVENTION PROGRAM

Selection of the time and place for a convention is the most important feature of building a convention program. Both influence attendance forcibly. A central point, a point which may be reached easily by a majority of the membership must be chosen for the convention. Holidays, seasonal movements of grain, and weather influence attendance perceptibly.

After selection of the time and place for the convention I go to my president and ask for any suggestions he may have for convention subjects, and convention speakers, incorporating these in the program if possible.

During the preceding year I attend other conventions, and gatherings of one kind and another, keeping an open ear for good speakers who will fit into our programs and interest grain dealers. Notes are made of desirable speakers so as to help in the selection for our convention.

My programs are confined so far as possible to subjects of current importance to the industry within the state. On every session's program at least one good speaker and one hot subject is featured. At the first session this feature is presented early to encourage attendance.

Spirited community singing, led by an inspir-

ing song-leader, or a group of musical talent, draws in the laggards from the hall and helps us to start the proceedings with an attentive audience. Attendance depends upon interest. To hold the interest and command attendance at each session, subjects of current importance must be discussed. We allow general discussion to follow the initial presentation of each subject.

While an attempt is made to limit speakers to 40 minutes, some sessions suffer from the long-winded orator. Following such a speaker we call for a moment of open windows, standing, a sort of 7th inning stretch, that wakes up the sleepy ones.

Business sessions are too often left to a few. We try to confine the business session to two hours, so that all delegates will stay thru.

While a wave of one-day meetings has swept into some organizations I still believe a convention should have at least three sessions and cover two days. Grain dealers attend conventions to get acquainted with each other. But a strong program is needed for the morning of the second day to encourage delegates to stay over.

Banquets are periods of relaxation. There should be enough time during the day for shop subjects. At the banquet we try to have a humorous speaker and other entertainment.

CAPTAIN L. C. WEBSTER, Minneapolis, sec'y, Northwest Country Elevator Ass'n, reviewed drouth relief experiences. Briefly, he said:

DROUTH RELIEF

In drouth relief programs the tendency to set up a huge political body for administration always exists, especially when they are being conducted by the government.

In the Northwest in 1934 many government agencies interfered with each other in the administration of relief. Each was unfamiliar

with what was being done by the others. Consequently money was wantonly squandered thru lack of co-ordination.

The 1936 drouth was not felt until June. It caught most of us unprepared. This year's program in the Northwest is being handled only by the Resettlement and the Works Progress Administrations.

I have often felt that the Red Cross, or some similar body, should have full charge of drouth relief. Politics will always enter government administration of any relief.

Of course, the Red Cross is concerned with the relief of human suffering; drouth relief is concerned with livestock. But in drouths humans also suffer seriously.

This year the government relief organizations have not actually entered into the purchase and distribution of supplies for needy farmers. Thru our ass'n's efforts this distribution of feeds, seeds and other requirements have been left to the elevators, on their promise and action in keeping supplies available at reasonable prices based on current markets.

Maintenance of distribution thru normal, natural channels has not been easy. In each county in the Northwest is a county agent. County agents like to set up distributive agencies. Under the provisions this year it has been more difficult for them to do so.

When a drouth occurs farmers are expected to weed the culls out of their livestock. I believe the purchase of culls, or the maintenance of a market for them is a duty of government. This year Northwestern farmers have been left to independent selling of cull stock, but the government has maintained a supervision over disposal, and has stepped in to support the market for such stock when necessary.

The estimates of so-called agricultural experts on drouth needs are not dependable. The college representatives, anxious to insure adequate supplies, estimate needs and ask for 10 times actual requirements, so that they may be sure to have enough. In our last experience with seed relief the estimates called for \$100,000,000 to buy estimated requirements. We had \$25,000,000. We purchased 20% of the estimated requirements, and when the period of need was past we had 15% left. Only 5% of the estimated requirements actually moved. This was due

[Concluded on page 298]



In the Magnificent Crystal Ballroom of the Hotel Schroeder, Milwaukee.

Suction Unloading, Truck Weighing Discussed by Weighmasters

PRES. H. A. JUNEAU, Superior, Wis., called the 19th annual meeting of the Terminal Grain Weighmasters National Ass'n to order Sunday morning, Oct. 11, in the Club Rooms of the magnificent Schroeder Hotel, at Milwaukee. He said:

Pres. Juneau's Remarks.

This meeting can appropriately be called a "Home Coming." In this city eighteen years ago our organization held its first meeting. Since that time we have had many interesting and instructive conventions. Scale design, installation and maintenance have been studied from the technical as well as the practical side. Track, hopper, automatic and auto truck scales, have received our attention. From these studies we have adopted or concurred in specifications governing the manufacture and maintenance of scales.

During the present meeting, we have before us for approval, certain specifications covering four section track scales which were submitted at our last meeting.

In our discussion we have considered every part of the weighing operation, the work performed by employees as well as the keeping of records. Our round table discussions cement our ideas so that weighing work at all terminals becomes more uniform. Each succeeding year should find us adding to our service, raising the weighing of grain to a higher plane than it has been before.

If at our annual meeting each year we would decide upon certain topics to be discussed at the next meeting and assign responsibility for studying that problem and reporting to the ass'n, our programs would insure us constructive analysis of subjects.

I submit two subjects for next year's meeting. The first is the "human element," or the personality of the worker, and has to do with the interest and the thought and study that each of us give to the task we are required to perform. This is the most important part of our work. No matter how well we plan or how much supervision is maintained, our success will depend upon the way in which co-workers co-operate.

The second subject concerns, "Are the weighing results obtained over scales that have been in service many years in old houses as reliable as weights secured over modern scales located in elevators of modern construction?"

J. A. SCHMITZ, Chief Weighmaster, Chicago Board of Trade, discussed Safeguarding the Weight Certificate, from which we take the following:

Safe-Guarding Weight Certificates

As long as weight is a quantitative basis for settlement between buyers and sellers of grain, so long must there be accurate dependable weights. This not only calls for good scales and good weighing practices but it calls for safeguarding the record made when the weighing is performed. The reading of the scale beam and the recording of the weights are both major factors, but the result of the weighing, or as I might put it, the evidence of the weight arrived at, expressed by means of a certificate, is the definite proof of what the commodity weighs. It certifies to both the buyer and seller the exact amount of the quantity expressed in terms of weight. While its acceptance by either party may be a matter of agreement, there should be no doubt of the face value of the certificate itself.

Now, since the certificates issued by recognized weighing departments are acceptable to both

sellers and purchasers, it follows that the issuer of the certificate should take all reasonable precaution against any misuse which, of course, would include alteration. The fact that few misuses have been brought to our attention should not keep us from adopting every reasonable precaution to safeguard our certificates.

The Weighing Department of the Chicago Board of Trade uses a "safety paper" with a "printed numerical block" on its face on which to "check" the written figures of the weight. To change such a certificate, the figures must be altered in two places, either with ink eradicator or with an erasure, and such alteration on such safety paper would hardly go undetected even with the most superficial examination. The protection of the "weight" recorded on the certificate rests in the "safety paper" and the "block figure checking system" on the face of the certificate. Any alteration in the written figures, such as changing a "1" to a "4," etc., would be easily detected in the block figures for here the check mark must be moved from one figure to another and any erasure would be readily detected by the action of the safety paper.

There is a further duty of a Weighing Department in the matter of safeguarding its weight certificates, and that is to make it difficult, if not impossible, for anyone but the trusted employees of the department, to secure weight certificate blanks. We at Chicago keep our certificates in locked cases and under no circumstances do we give out our blanks for any purpose whatsoever without first passing them through our cancellation machine.

We, therefore, feel that the certificates now issued by the Chicago Board of Trade Weighing Department are tamper proof and otherwise safeguarded so that the interests of both buyers and sellers are fully protected.

WEIGHING of trucks at terminal grain markets was roundly discussed, and revealed that practically all terminal weighmen make a charge of 25c per truck contents for weighing service.

SUCTION SYSTEMS for unloading cars and barges was not looked upon with favor because they tend to dry out the grain and reduce the moisture content. This causes shortages to appear, which do not actually occur. Yet modern suction systems deliver all dust and foreign matter which may be in the grain.

PRES. JUNEAU appointed C. A. King, Chicago, as a com'tee of one to investigate thoroughly modern suction unloading systems, and the results from their use, and report fully to the next meeting.

THE REASONS for variations in weights between markets continued a popular subject. Mr. Schmitz, T. B. Armstrong, Mr. King and others reported that when shortages occur on cross town movement, the reason was diligently sought. Finding the reason thru checking of scales and the human element becomes more difficult between markets.

The cars themselves were taken to task by Otto Zimmerman, who reported experiences with loading and unloading the same cars in the same elevator. Half a mile of switching, with switch engines jerking the cars, often made a couple hundred pounds of difference, due to wheat

sifting thru cracks in the cars. Leaks existed but were not reported.

MR. SCHMITZ reported on the proposed change in truck scale specifications. The National Scalesmen's Ass'n has approved the minimum requirements set forth by the A. R. E. A. The Weighmasters voted their approval of the minimum requirements, for light weighing, due to existing equipment, on the theory that original specifications were too rigid.

FULL CAPACITY beams on hopper scales found the house divided. Precautionary testing of full capacity beams must be practiced because the multiples on such beams are four times as great as with ordinary beams. Accumulations of dust and moisture on these beams and their mechanism are consequently multiplied in their effect on weights. If the beams are enclosed it is much easier to keep the beams clean.

MR. ARMSTRONG remarked that the human element remains after all scales, equipment, and other factors are checked. Weighmen occasionally get careless and must be taken to task.

What effect the human element has on accuracy of weights and the means of controlling it remained an unsettled problem.

PRES. JUNEAU was unanimously appointed to develop thoroly a discussion of the human element in weights, for the next meeting.

ELECTION of officers placed for the ensuing year, R. R. De Armond, St. Louis, Mo., pres.; H. Clay Johnson, Peoria, Ill., vice-pres.; H. R. Clark, Omaha, Neb., sec'y-treas.

By unanimous vote the dues were reduced to \$3 for the coming year.

Two new weighmasters applied and were admitted to membership: C. W. Wright, Portland, Ore., and N. W. Duvall, Louisville, Ky.

Adjourned *sine die*.

All present joined with the Chief Inspectors Ass'n in a luncheon at noon, and many took part in the proceedings at the convention session of the Chief Inspectors that followed the luncheon.

Among the weighmasters present were: T. B. Armstrong, Kansas City, Mo.; H. R. Clark, Omaha, Neb.; R. R. De Armond, St. Louis, Mo.; H. A. Juneau, Superior, Wis.; H. Clay Johnson, Peoria, Ill.; C. A. King, Chicago, Ill.; Paul Larson, Sioux City, Ia.; M. H. Ladd, Milwaukee; D. H. Larkin, Baltimore, Md.; J. A. Schmitz, Chicago; F. H. Schlinkert, St. Louis; Otto Zimmerman, Minneapolis; C. W. Peacock, Superior, Wis.; N. W. Duvall, Louisville, Ky., and C. W. Wright, Portland, Ore.

The Circle at Milwaukee

The faithful band of 26 grain dealers from many parts of the country who have written one another every week for many years celebrated another birthday by getting out an attendance of 18 friendly friends for breakfast.

E. H. Sexauer of Brookings, S. D., was re-elected President, and T. C. Crabbs of Crawfordville, Ind., was elected Sec'y. All agreed it was one of the most enjoyable gatherings they had ever held.



The Terminal Weighmasters and Chief Grain Inspectors Were Favored with the Company of Their Wives

Chief Inspectors Discuss Barley Standards, Inspection Bills

Members of the Chief Grain Inspectors National Ass'n held their 35th annual meeting the afternoon of Sunday, Oct. 11, immediately following the combined luncheon for weighmasters and inspectors in the Club Rooms of the Hotel Schroeder, Milwaukee.

PRES. PAUL LARSON, Sioux City, Ia., presided. Dispensing with presidential remarks, he immediately led into the general session.

A. A. BREED, Milwaukee, discussed the revised barley standards, saying:

Revised Barley Standards

Last year Milwaukee was the second largest barley market in the country, receiving 6,556 cars of barley, of which 5,174 graded malting barley. This market stood first in its receipts of malting barley, and our department graded 46% of the total volume of malting barley coming under government supervision.

Last year Milwaukee received over 18,000,000 bus. of barley of which 75% was used by our breweries, malting plants and feed mills.

Our largest receipts were in 1916 when we received 22,000,000 bushels.

We are very proud of our malting plants and breweries. They have a storage capacity of 16,680,000 bus. and a manufacturing capacity of 34,000,000 bus.

The eight breweries in the city produced last year 4,886,665 barrels of beer, the Revenue Department collecting \$24,433,431.00 in tax.

Grading factors on barley are moisture, dockage, tough, blight and undersize. A reflection of the shift due to revision of barley standards in the grading at this market is contained in the following data from our records:

1934: 63% of total inspection receipts were barley; 80% of barley graded malting (8% tough); 7% of barley graded tough; 6% of barley graded blighted.

1935: 72% of total inspection receipts were barley; 62% graded malting (18% tough); 15% graded tough; 18% graded blighted. Toughness and blight were grading factors.

1936, 2 months: 88% of total inspection receipts were barley; 12% of barley graded malting; 54% graded undersize weight (Grading factor).

The grades of "tough malting" were discounted heavily at first, but the maltsters gradually got so that they would buy them.

With the new Tag-moisture machine we finally found that placing the thermometer half way down in the grain, $\frac{3}{4}$ inch from the side of the container, gave us the best check. We arrange our Boerner splitter so as to divide our sample into $\frac{1}{2}$ and $\frac{1}{4}$ parts, putting it through once, using the $\frac{1}{2}$ for moisture testing.

In 1935 blight, moisture and heat damage were the grading factors. This year it is undersize and weight.

In our market the buyers demand that the per cent of undersize barley show on all grades of barley down to the No. 5. Some of the markets show only an excess of 15% undersize.

SAM A. HOLDER, Indianapolis: How do you determine the small undersized barley?

MR. BREED: Screens are the only means. We find our sizing screens wear out rapidly. They should be made of harder material.

HARRY R. CLARK, Omaha, discussing the electric moisture meters, said the machines prove satisfactory for most moisture testing. On mixed elevator corn, with high and low moisture grains in the same sample, the meter is very erratic and had to be abandoned. On wheat we found the machine dependable and a great time saver.

DOCKAGE KICKER

T. B. ARMSTRONG, Kansas City: One of our elevators has been using the new kicker for dockage. On light wheat it takes out a little more dockage, requiring rescreening of the dockage.

"If the new kicker takes out 1% or 2% more dockage, the grain trade will obviously object. Our department is waiting for the machine to prove itself."

OTTO ZIMMERMAN, Minneapolis: "In the Northwest we suffer greatly from shriveled wheat and heavy dockage. If the new kicker throws out more dockage than standard equip-

ment the northwestern farmer will not like it. The present efficient equipment has proved entirely satisfactory."

MR. ARMSTRONG: "The federal department at Kansas City has refused in one case to entertain an appeal on dockage, unless it be made on the new kicker."

SOFT SIEVES

MR. CLARK: "I believe it would be well for this association to request the manufacturers thru the proper connections to make sizing sieves of more durable material than aluminum. Sieves are wearing out too rapidly. I make this a motion."

Mr. Clark's motion was seconded and unanimously approved.

CEREAL OATS

MR. CLARK: We have found that we must sieve all oats for cereal oats. Test weight is no indication of the quality of oats. To check this conviction we have made accurate records from receipts at the Omaha market. Here is the record:

Quality of oats arriving on Omaha Market, July 1 to August 31, inclusive, involving test-weight and cereal content only.

General Information (based on 1,560 cars).
Average testweight 29.6 lbs.
Number graded cereal 65.6% or 1,023 cars
Number not graded cereal 34.4% or 537 cars
Number testing 30 lbs. per bushel or more 54.2% or 846 cars
Number testing under 30 lbs. per bushel 45.8% or 714 cars

Average testweight and percentage of cars each grade, based on 1,560 cars, average testweight 29.6 lbs.

Grade	Per cent	Average Testweight
1.....	22.6	32.7 lbs.
2.....	31.6	30.7
3.....	31.1	28.2
4.....	13.9	25.6
SG.....	0.8	22.7

Percentage grading Cereal and Non-Cereal, each grade, testweight only. (Based on 1,560 cars).

Grade	Cereal	Non-Cereal
1.....	58.0%	42.0%
2.....	64.0	36.0
3.....	67.0	33.0
4.....	80.0	20.0
SG.....	83.0	17.0

Average Cereal Content oats by grade, based on total of 1,416 cars.

Grade	Cereal Content	Cereal Content Oats	Average Cereal Content
1.....	22.86%	17.20%	20.87%
2.....	23.79	17.59	22.04
3.....	23.84	18.13	22.27
4.....	24.02	19.22	23.23
SG.....	24.16	15.50	22.71

Maximum and minimum of cereal content by grade, based on total of 1,416 cars.

Grade	Maximum	Minimum
1.....	30.0%	10.0%
2.....	30.7	10.0
3.....	32.0	10.9
4.....	33.0	17.0
SG.....	27.0	11.0

Note—Only 1 car sample grade.

Average Cereal Content of cereal oats per pound of testweight.

Pds.	Cereal Content	No. Cars	Pds.	Cereal Content	No. Cars
20....	27.00%	1	28....	23.81%	117
21....	26.00	1	29....	23.56	97
22....	22.30	2	30....	23.98	174
23....	24.00	6	31....	22.56	140
24....	24.35	20	32....	22.94	129
25....	24.73	61	33....	22.72	57
26....	23.48	92	34....	22.72	14
27....	24.12	109	35....	22.40	3

Total cars grading Cereal, 1,023 or 65.6% of total receipts. Average cereal content, 23.66%.

Average Cereal Content non-cereal oats per pound of testweight on 393 cars sized.

Pds.	Cereal Content	No. Cars	Pds.	Cereal Content	No. Cars
20....	..	..	28....	17.84%	43
21....	..	..	29....	18.39	45
22....	20.00%	1	30....	17.70	60
23....	11.00	1	31....	17.49	64
24....	19.37	4	32....	17.31	61
25....	19.17	12	33....	16.99	40
26....	19.22	18	34....	17.37	9
27....	18.16	35	35....	..	..

Average cereal content, 17.78%.

Average Cereal Content 1,416 cars per pound of testweight. Average cereal content of 1,416 cars, 22.03%.

Pds.	Cereal Content	No. Cars	Pds.	Cereal Content	No. Cars
20....	27.00%	1	28....	22.21%	160
21....	26.00	1	29....	21.92	142
22....	21.53	3	30....	22.37	234
23....	22.14	7	31....	21.65	204
24....	23.52	24	32....	21.13	190
25....	23.82	73	33....	20.36	97
26....	22.78	110	34....	20.63	23
27....	22.67	144	35....	22.40	3

Percentage of cars containing over 20.0% and 25% or less, over 25.0% and 30.0% or less and over 30.0% of Cereal Content.

Over 20.0% or 25%—772 cars or 49.0% of total receipts.

Over 25.0% to 30.0%—243 cars or 16.0% of total receipts.

Over 30.0%—8 cars or 0.6% of total receipts.

"MANY COUNTRY shippers claim they have never heard of cereal grades. Other markets fail to show the cereal grading, which has cost us many shipments.

"We would like to escape tagging of oats 'cereal.' Cereal oats should originate at processing plants, not from country shipments."

J. T. BUCHANAN, Omaha: "Our market has received a tremendous amount of complaint against branding of oats with the 'cereal' tag. The last few years have seen a large quantity of pin oats in our receipts. The grade 'cereal' is a costly nuisance on country run oats. Discounts have usually run $\frac{1}{2}$ c a bu."

MR. ARMSTRONG: "I believe the simple way to correct the 'cereal' oats trouble is to eliminate the word 'cereal' from the definitions. Otherwise the entire grading standards must be changed. Mr. Hill's com'te of the National Ass'n should go into this question thoroly."

MR. BUCHANAN: "Elimination of 'cereal' grade oats would not materially affect selling of oats to processors. The federal department is working on this problem but we do not know from what angle."

LEW HILL, Indianapolis: "The inspection of grain is the vital factor between buyer and seller. You must carry on with your ass'n and grow.

"The only recommendation that has come to me on oats grades is elimination of the words 'natural oats' in the definition of the cereal classification. The farmer, hearing the word 'cereal,' thinks he has oats for human consumption. He cannot understand a discount on cereal oats."

MR. CLARK: "I move we make a recommendation to Mr. Parker of the federal department that the word 'cereal' be cut out, and a copy of the recommendation be given Mr. Hill's com'te."

H. R. Clark, Omaha; J. H. Frazier, Philadelphia, and T. B. Armstrong, Kansas City, were appointed by Pres. Larson as a com'te to frame the recommendation.

MR. ARMSTRONG reviewed the effect of trucking on the grain business. "The cattle market was the first to feel the effect of truck hauling. Now 75% of the cattle and hogs received at Kansas City come in trucks. Trucks are here to stay.

"The itinerant trucks, caused by good highways, the depression, and time payment plans, have become peddlers. These irresponsibles are a menace to our inspection business. They have taken 90% of the country grain dealer's business, and 50% of the business of terminals, going to feeders direct. No law will touch them. They have resorted to sharp practices. Something must be done about them.

"A private elevator at Kansas City over which we have no jurisdiction took in 375,000 bus. of wheat in July, none of which was inspected. So the trucks are affecting the wheat as well as the corn business. This elevator took in some Kawale, a soft wheat, on a hard wheat basis.

"Unless something can be done merchandising by trucks will go further. Our ass'n should work with the grain trade on this problem."

INSPECTION BILLS

OTTO ZIMMERMAN, Minneapolis, re

viewed grain inspection bills in Congress: "Thru Representative Wm. Lemke we have had bills introduced, S. 1851, H. R. 5589. Under these bills, if they pass, the federal department cannot coerce grain inspectors. Supervision has been too severe. These bills would make it necessary for both the buyer and the seller to agree to a federal inspection on final appeal.

"Federal inspection trouble is developing in other parts of the country. We would appreciate your support for these bills."

MR. FRAZIER: "Another bill introduced in Congress is concerned with the sale of grain, on grade, from one non-inspection point to another non-inspection point. The bill provides that uninspected grain may not be sold on grade. Such a bill has repeatedly been offered in the legislative hopper, but never got far."

MR. FRAZIER: "Isn't Minnesota the only state that has an appeal board?"

MR. ZIMMERMAN: "I think so. It is unfortunate that other states have dropped their appeal boards. H. R. 5589 eliminates the dictatorship of the federal supervisors, some of whom enforced their wishes with threats to revoke the license of an inspector."

MR. FRAZIER: "I see nothing in this bill to revoke the right of the federal department to cancel licenses. Your problem is administrative."

MR. ZIMMERMAN: "Section 14 prevents federal drawing of samples except on request of buyers and sellers."

THE PROPOSED amendment to the federal corn standards meets favor with the grain trade, reported Mr. Hill.

ALL OLD officers and directors were re-elected. They are: Paul Larson, Sioux City, pres.; B. O. Greer, Nashville, vice-pres.; T. B. Armstrong, Kansas City, sec'y-treas. Directors: F. B. Tompkins, Peoria; H. R. Clark, Omaha; D. H. Larkin, Baltimore; A. A. Breed, Milwaukee; J. H. Frazier, Philadelphia; S. A. Holder, Indianapolis.

Adjourned *sine die*.

In attendance at the Inspectors meeting were: T. B. Armstrong, Kansas City; A. A. Breed, Milwaukee; Homer Brundage, Toledo; H. R. Clark, Omaha; N. W. Duvall, Louisville; J. H. Frazier, Philadelphia; S. A. Holder, Indianapolis; M. B. Houseal, Memphis; Paul Larson, Sioux City; F. B. Tompkins, Peoria; C. W. Wright, Portland (Ore.); J. T. Buchanan, Omaha, and Lew Hill, Indianapolis.

Let business men not deceive themselves. They cannot eat their cake and keep it. They can no longer successfully advocate certain kinds of government policies for other people's business and entirely different policies for their own business. Our only choice in future will be between socialistic policies and non-socialistic policies for all kinds of business. This is the choice that is having to be made by the people of every civilized country.—Z. G. Hopkins, representing Western Railways Com'te on Public Relations.

State Officials Chat and Chew

[Continued from page 295]

partly to slowness in getting the program under way.

An ass'n sec'y is kept busy during a drought relief program. Almost hourly changes occur, and the membership must be kept fully informed.

It is not likely that the government will enter into the seed-corn business. The most the government will do is to increase loan allowances for sealing.

GEO. E. BOOTH, Chicago, of the executive com'te of the Code Authority in reviewing the end of the code said:

END OF THE CODE

In a patriotic manner the grain industry supported the country elevator code. Out of the code came some benefits. For instance, in some districts free storage is now gone forever.

Code dues of \$3 per elevator were paid by 8,543 grain dealers. Your code authority operated economically and when the Supreme Court rendered its famous declaration of freedom and independence, declaring invalid the A.A.A., it left your Code Authority with \$7,750 of code funds on hand.

Out of this, of course, must come the pre-code expense. Such pre-code expense begins with the organization of the Federation of Country Elevator Ass'ns and the meetings it held in preparing the code.

Payment of the pre-code expense bills will leave a small balance, perhaps 50c per elevator.

What is your conviction on distribution of this balance?

CHAIRMAN CULBERTSON: After payment of the pre-code expense, why not give the balance to the cause of fighting itinerant truckers. I think no country elevator man would object to its being spent in a worthy cause, and surely fighting of the itinerant truck peddlers is a worthy cause.

MR. BOOTH: But the money came from individuals. Don't you think the individuals should be asked their wishes in its disbursement?

FRANK STOLL, Kansas City: The Millers National Federation pro-rated left over funds back to the contributors. Checks as small as 10c were written. Properly the money should be pro-rated back.

J. W. CAMPBELL, Omaha: I move that as far as this gathering of ass'n executives be concerned, the Executive Com'te of the Code Authority, composed of Mr. Booth, Mr. Bowden, Mr. Huff, and Mr. Nelson, be empowered to disburse remaining funds after payment of pre-code expense, in any way its judgment dictates. I have full faith in the fairness and the judgment of the Executive Com'te.

MR. CAMPBELL'S motion was promptly seconded and unanimously adopted.

Adjourned *sine die*.

In attendance at the ass'n session were Geo. E. Booth, Chicago, of the Code Authority; Frank Baller, Spokane, Wash.; A. H. Meiners-hagen, Higginsville, sec'y, and Henry H. Green, Pattonsburg, pres. of the Missouri Grain Dealers & Millers Ass'n; J. R. Harper, Mexico, Mo.; J. Clyde Smith, Grundy Center, pres., and

Jack Westerfield, Des Moines, ass't sec'y, Western Grain & Feed Dealers Ass'n; J. N. Campbell, Omaha, Neb., sec'y, Nebraska Grain Dealers Ass'n; Frank Stoll, Kansas City, sec'y, Associated Southwest Country Elevators; F. Peavey Heffelfinger, Minneapolis; R. C. Booth, Cedar Rapids, Ia.; C. R. Miles, Chicago, manager N. C. Division, U. S. Chamber of Commerce; Fred K. Sale, Indianapolis, sec'y, Indiana Grain Dealers Ass'n; O. L. Barr, Bicknell, Ind.; J. F. Moyer, Dodge City, Kan., sec'y, Kansas Grain, Feed & Seed Dealers Ass'n; Charles S. Latchaw, Fostoria, O., sec'y, Ohio Farmers Grain Dealers Ass'n; Charles J. Potter, La Rose, pres., and W. E. Culbertson, Delavan, sec'y, Illinois Grain Dealers Ass'n; A. F. Nelson, Minneapolis, sec'y, Minnesota Farmers Elevator Ass'n; E. H. Moreland, Laverne, Minn., sec'y Tri-State Country Shippers Ass'n; J. W. Jefferson, Union City, Tenn.; C. R. McCotter, Omaha, Neb., Grain Dealers Mutual Fire Insurance Co.; D. P. Simison, and Charles A. Simison, Romney, Ind.; Capt. L. C. Webster, Minneapolis, sec'y, Northwest Country Elevator Ass'n; and H. R. Raymond, Spokane, Wash.

Bavarian Night

Everyone thoroly enjoyed "A Night in Bavaria," the annual stag for the men, Monday night at the Grain Exchange, where endless quantities of quality beer met with the complete approval of all, and endless quantities of German food satisfied the hunger of the delegates. Every male was glad to witness this unique entertainment.

The stag was held on the first floor of the Grain Exchange Bldg., where all the walls and windows had been attractively decorated with colorful Bavarian scenes, and all pillars were festooned with crooked sausage balloons.

Souvenirs were whistles and Bavarian caps, with which the delegates made merry while drinking and eating and watching the large troupe of Bavarian singers, dancers and yodlers shown on facing page.

The Bavarians shown on facing page are: Upper left: A hilarious group before the painted windows of the village. Upper right: The Bavarian orchestra and entertainers. Top center left: Al Johnstone and Al Flanagan, Milwaukee, try out the beer. Top center, right: J. V. Lauer, pres. Milwaukee Grain & Stock Exchange, and J. H. Crittenden, listen to a good story from P. C. Kamm. Lower center left: A. H. Meiners-hagen, sec'y of the Missouri Grain Dealers & Millers Ass'n, and J. F. Moyer, sec'y of the Kansas Grain, Feed & Seed Dealers Ass'n, have just figured out how to increase their membership lists. Lower center middle: Francis Duhne busy with his lunch. Lower center right: Fred Mayer, Toledo, plays a tune on the mouth organ. Lower left: F. A. Derby, Topeka, Pres. Steven Wilder and Ronald Booth, Cedar Rapids, and Guy Luke, Peoria, are in the foreground. Lower right: Speed is the word at the serving table. The waiters couldn't stand still long enough for the picture.

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Snapshots at the Bavarian Village



Soybean Conference Attracts Big Crowd at Milwaukee

Those interested in soybeans were asked to attend a soybean conference commencing with a luncheon Monday, Oct. 12, in Parlor A. Places were set for 15 but attendance was grossly underestimated. The room was quickly filled to overflowing, tables had to be re-set and part of the over-flow had to eat elsewhere. When the conference opened after luncheon nearly 100 were in attendance.

WHITNEY EASTMAN, Milwaukee, was chairman. In brief opening remarks he viewed the development of the soybean, from its origin in the Orient to the present high production in middlewestern United States, crediting Wm. Morse, of the U. S. Department of Agriculture with the birth of soybean production in this country.

L. B. BREEDLOVE, Chicago, soybean authority ably discussed the development of soybean production in this country. Said he:

Soybeans have been known and used in the Orient for hundreds of years, and the Chinese have found endless uses for the beans and their products.

The food shortage of 1917 turned attention to soybean production in this country, but little was done, due to lack of a market for the beans, until the next decade, when processing began to develop, and market outlets were sought.

A great deal has been published about the production of soybeans. But so far little information has been published on soybeans as a food. The development of uses for soybeans is our hope for continued development of production.

In China the food uses are varied. Chinese babies are happily raised almost exclusively on soybean milk, considered superior to mother's milk; Chinese soldiers, living on a soybean diet, have hardy constitutions and a degree of fortitude unknown in the soldiers of the West. As a food product, on a nutritional basis, soybean flour in this country is cheaper than any other foods except corn meal, potatoes and cabbage.

Export trade is necessary to continued expansion of soybean production in this country until such time as new food and industrial uses provide domestic market outlets. Continued heavy export trade may be expected so long as disturbed conditions continue in Manchuria. But history leads to the conviction that the Japanese will develop and expand soybean production in Manchuria and Manchuria will again become competition in European markets.

New uses will provide a domestic outlet for the domestic production of soybeans. Further developments may be expected in the oils for edible and industrial uses, and in the development of plastics. Many phases of the separation of the protein from the soluble carbohydrates in the meal remain to be worked out before soya plastics can be put to their full commercial uses.

To conserve the fertility of our farms 50,000,000 acres must be planted annually in some nitrogen supplying crop. To restore the income of our farmers new crops for 80,000,000 acres must be found. The soybean is the connecting link. Prohibiting importations of vegetable oils now competing with our oils would give new crops to 3,000,000 of our acres.

The growing of artichokes for levulose, corn for dextrose, pine for paper making, sweet potatoes for starch, vegetable fibers for industrial uses and plants for tanning materials would require a total of over 40,000,000 acres, a majority of which is acreage unfit for the crops that are now being grown. When we come down to it, soybean production would have to be expanded only on 40,000,000 acres to tie up the income and conservation sides of the farm problem.

Basing on the soybean plastics which have been already tested by industry, the present commercial market could easily take the beans from an additional 5,000,000 acres. If the finer plastics are considered industry could now take the beans from 15,000,000 acres. The production of synthetic wool would require the production of beans from 15,000,000 acres. A slight change in dietary habits would require the beans from another 10,000,000 acres. If the use of soybean meal in dairy feed in this country even approached the average percentage used in Europe, another 15,000,000 acres would be put to profitable use. To do this industry would have to ab-

sorb an additional 2,000,000,000 pounds of soya oil annually. The use of the oil in linoleums, soaps, glues, rubber substitutes and other applications could be expanded sufficiently to provide this consumption.

The soybean, under careful management, will re-establish the fertility of our farms, and restore to the American farmers the level of income comparable to that of the stable years of 1923-26. Thereby it will remove the greatest internal economic problem ever faced by this nation.

AUSTIN STURTEVANT, Chicago, reviewed the marketing of soybeans. He said:

SOYBEAN MARKETING

Marketing of soybeans really starts with 1926, when the crop first produced a surplus beyond seed requirements and required a commercial outlet. Before that they were sold only for seed, and in back-fence trading between farmers. By 1928 it became necessary to develop some sort of marketing system. Processors were the first to take up this problem, and used a contracting system to develop volume production, switching at that time to contracts for bushels, rather than for acreage planted.

In 1930 groups of traders formed pools for handling soybeans. These pools continued successfully until 1933, which was the first year this country entered into the export field on soybeans. The crop then became important in the terminal marketing system.

This year has seen the coming of futures trading. Organized last January my com'ite worked ceaselessly for eight months on this subject. We found that country dealers responding to 1,500 questionnaires, were 85% in favor of soybean futures trading. Commission merchants, representing the country trade welcomed this form of trading. Terminal elevator interests favored it. Processors showed no objection. Apparently a futures market was needed.

The futures market is now one week old. Already it is proving a keypiece in the marketing of soybeans. In centuries of development the Chinese reached 100,000,000 bus. of production on soybeans and had come to a saturation point. In this country we have reached 40,000,000 bus. in 10 years and have just developed the final stage in soybean marketing.

Processors are continuing to spend great sums of money to develop uses for soybean products, and to expand their markets. Soybeans will grow anywhere that corn or cotton will grow. We may expect continued increases in the production of this crop, and we hope that our futures market will grow soundly with it. As a prediction, I believe that every grain dealer in the corn belt will be handling soybeans within five years.

Soybeans are a "natural" for the grain dealers. They require no machinery other than already exists for handling grain. They submit to the same treatment in handling, and keep as well or better than corn. At the same time they constitute a crop that readily moves to market. Last year 22,000,000 bus. of soybeans were produced in Illinois. By June of this year 17,000,000 of those bus. had moved to market.

Associated with the successful development of soybean production is the combine harvester. This form of harvesting gets the beans in the short dry spells of fall, and delivers them to the market in top condition.

MR. EASTMAN: Soybeans must be dried down to 2% moisture for use in the expeller process which depends upon frictional heat. The hydraulic and solvent processes expel the oil from beans containing 10 to 12% moisture without drying. Had combines been in general use for harvesting last fall we could have marketed several millions of bushels of beans that suffered in the wet, rainy season and came to market carrying as high as 40% damage.

J. E. BARR, Washington, in charge of soybean inspections, reviewed the development of soybean inspection. He said:

SOYBEAN INSPECTION

The first licensed inspector of soybeans, under federal standards tentatively developed and offered to the trade in 1925, was located at Bloomington, Ill. This inspection service has been expanded as needed, until today it is available in practically all terminal markets, handling soybeans, wherever processing plants of consequence are in operation, and at all export points.

During the 1931-32 crop year soybeans were exported from this country for the first time. We found our federal certificates readily accepted as the final grade in all dealings with foreign buyers.

As a federal service soybean inspection is still on a voluntary basis. In Illinois and Missouri only is inspection of soybeans moving thru terminal markets mandatory under state laws. In terminal markets soybean inspection service is usually extended by the Boards of Trade.

Supervision of soybeans inspection has been high priced due to the small volume that has moved in commercial channels. Last year the volume grew until the supervisory service was 120% self-supporting. So this year the costs of this service have been reduced from \$4 to \$2 per car.

An open forum was established for discussion of soybean handling problems. Here are some of the questions and their answers.

E. K. SHEPPERD, Indianapolis: Do I understand that 15% moisture beans may be safely stored for long periods of time? Must such beans in store be turned frequently?

MR. EASTMAN: We turn our beans in storage regularly and have found 10 to 12% moisture beans keep indefinitely with minimum attention. In the small bins of country elevators it is presumed that 15% moisture beans may be kept safely for long periods of time, altho many country elevators make it a practice to turn the beans if they contain more than 13% moisture.

E. B. EVANS, Decatur, Ill.: We turn beans in country elevators if they contain in excess of 14% moisture. But doubtless 1% more of moisture would not affect the keeping quality.

MR. STURTEVANT: In our experience with beans stored from last October until September of this year we have had no trouble. We have turned them just once, during the winter, with the thermometer at 16 degrees below zero. The beans are still in fine shape.

MR. BARR: Normally 60% of the soybean crop moving to market, according to records kept since 1930, will grade No. 2 or better. The year 1935 was an exception. Wet, rainy weather all fall gave the farmers no chance to harvest and market their beans in good condition. Consequently the beans suffered high damage.

QUESTION: Are splits a problem to the processors?

MR. EASTMAN: Splits are a serious problem to processors. When a bean has become split the inside surfaces tend to oxidize. This increases the free fatty acid, reduces the yield of oil, and increases the risk of rancidity. About 95% of the bean oil produced moves to human consumption.

Yet it is recognized by processors generally that splits occur mostly in beans of low moisture content. Being dry they crack in handling. Obviously it is unfair for a processor to penalize too heavily the country shipper who is simply taking good care of the beans a terminal buyer may have stored in his elevator.

LEE SWIFT, Lansing: What is the average production of soybeans per acre?

MR. EASTMAN: Fields are now being harvested that will produce 30 bus. per acre. The estimated average for the state is 16 bus. per acre.

MAX COHN, Buffalo: Is meal from damaged beans of inferior quality?

MR. EASTMAN: Yes. Damaged beans must be kept separate from good quality soybeans. They yield less oil, and oil of poorer quality than first grade beans, harvested under suitable conditions. The meal too is of poorer quality.

FRANK BELL, Milwaukee: Are soybeans subject to weevil damage?

MR. EASTMAN: Not materially. We have experienced no trouble with weevil in the beans, but we have found them in the meal.

MR. STURTEVANT: Weevil is not a problem in handling beans from the grain elevator standpoint.

Adjourned *sine die*.

Begin Trading in Soybean Futures

History was made Oct. 5 when the first future trading market in soybeans in America began functioning on the Chicago Board of Trade.

When the gong rang at the opening 10:15 a. m. Fred S. Lewis, for the account of Archer-Daniels-Midland Co., sold 5,000 bus. of No. 2 yellow soybeans at \$1.20 per bushel, for December delivery, to Austin D. Sturtevant for the account of Bartlett Frazier Co., in a space reserved in the northwest corner of the corn pit. The May delivery commanded \$1.22.

The quotations appear on the ticker tape preceded by the letter "S" and are posted on the Board.

The market turned bullish Oct. 9 and advanced the full permitted limit of 4 cents per bushel to \$1.25½ for December.

The unit of trade is in round lots of 5,000 bus. and job lots of 1,000 bus. and multiples of 1,000 bus.

Daily trading limits will be the same as in corn, 4 cents above or below the average of the preceding day's closing level. Other rules governing futures trading in soy beans will parallel those regulating corn as closely as possible. The margin basis of the clearing house, in relation to its members, will be the same as in corn.

Only federal standard No. 2 yellow soy beans and No. 3 yellow are deliverable, the latter at a discount of 2 cents per bushel under contract price. Both round and job lot prices will be quoted on the ticker. The ticker symbol for round lots of December soy beans will be SZ and for job lots SZJ. Symbols for May soy beans will be SK and for job lots, SKJ.

Soybean Possibilities

Speaking before the annual convention of the American Soybean Ass'n at Cedar Rapids, Ia., Sept. 15, I. C. Bradley, president of the National Soybean Processors Ass'n, Taylorville, Ill., said that the 1935 crop of soybeans was marketed more easily than a crop one-sixth its size, five years before. The market was created, he said, by the rapidly expanding uses for soybeans, with new industrial applications being made constantly.

"Looming before us are surprising new industrial possibilities that go far beyond stock feed and human feed.

"Of a total factory consumption of 91,166,000 pounds of soybean oil last year, 52,452,000 pounds were used in compounds and vegetable shortenings, 1,740,000 in oleomargarine, and 9,421,000 in other edible products.

"The bean, however, has earned for itself an important and permanent place in the manufacture of paint, 13 million pounds being used in paints and varnishes last year.

"One of every ten Illinois farmers now has one or more buildings painted with soybean oil paint.

"Soybean glue, regarded as a newcomer in the plywood field, is credited with a tonnage equal to all other plywood glues combined.

"Soybean protein is used as a vegetable glue, appealing to furniture and airplane manufacturers, as it is waterproof and of high tensile strength. In the paper coating and finishing field this protein holds striking possibilities.

"Soybean casein is being tried in the production of synthetic wool, while soybean oil offers lecithin, an emulsifying agent used by candy makers, cotton textile mills, and other industries.

"Other products in the manufacture of which the beans play a part are artificial hands, Christmas tree ornaments, motor cars, office equipment, and telephones and radios."

Canada will admit corn duty free up to Jan. 1, J. L. Ilsley, minister of national revenue announced Sept. 25. The duty is 25 cents per bushel. The action was taken on account of the high price of corn.

Inroads of the Trucker Merchant

By CHESTER L. WEEKES on behalf of the Executive Com'ite on Truck Regulation for the Associated Southwest Country Elevators, before Grain and Feed Dealers National Ass'n at Milwaukee.

I believe all agree that the greatest problem to occupy the attention and concern of the grain industry at large is that of a giant, uncontrolled octopus, in the form of an itinerant trucker.

At a small group meeting of the Southeast Nebraska Grain Dealers Ass'n last January, this trucker encroachment on the business of country elevators it was realized had reached such an alarming stage that these few dealers voiced a determination to do something about this menace to their business. The Associated Southwest Country Elevators were appealed to, to assume leadership in a movement to bring about some remedy.

We have worked thru this central com'ite of state grain dealer ass'ns, grain exchanges, and farmer co-operative elevator organizations, to bring about a concerted effort in our industry to cope with this problem.

In order to determine to what extent this trucker vendor business had made inroads upon country elevators and other established lines of the grain industry, our executive com'ite first desired to seek an expression from every elevator in the nine states represented by this Ass'n. The hundreds of replies were virtually unanimous in urging us to formulate some program to combat this encroachment.

Percentage of Corn Movement by Truck.—So far as the grain industry is concerned, we have been asked most frequently what percentage of the country movement of corn is handled by trucks. The amount would stagger you, I am sure. Many reports are sent to us by elevators who have been forced out of business entirely. The only official survey in the matter of corn movement is that conducted by the Iowa State College at Ames.

It is shown that in Hamilton County, Iowa, in 1933, 93% of the corn movement was by rail. In 1934, 62% moved by rail; and last year, gentlemen, only 3% of the corn moved out of that county by rail, the truckers moving 97%. I am using this as an illustration to show the rapid inroads of this tramp dealer on our trade.

Most of the corn moving from that area and in southeast Nebraska normally, under like conditions, would have moved by rail via the Kansas City and other terminal markets. Instead, this corn moved into Missouri and Kansas feeder and industrial consumptive channels by truck, in the amount that they supplied 75% of the requirements in those areas.

Our Ass'n has been joined by many allied trades and has developed into a giant amalgamation of these varied interests in seeking a solution to a problem which it is generally realized is rapidly undermining legitimate business. State and national ass'ns, representing lumber, coal, seeds, hay, and fruits and vegetables, having the same trouble with trucker dealers, came knocking at our door to join us in seeking relief.

Many of you are not only interested in the bulk handling of grain; you are also vitally interested in the business of merchandising lumber, coal, building materials, and many other lines. I could discuss with you many hundreds of letters received from these allied trades, which show that they too are suffering almost as much loss of business as our industry.

In the questionnaire which we sent to the 8,500 country elevators in our organization, we have in the last few days completed a compilation of answers, which gives a composite picture of what is happening in grain, coal, lumber, and other commodities handled by our members, and likewise members of your Ass'n.

Of particular importance are two questions enumerated, which clearly demonstrates the necessity for concerted action, and likewise the importance and necessity of this National Ass'n to take up the fight to equalize the existing unfair competition between this tramp trucker and the legitimate merchant. One question was, "Should the Associated Southwest Country Elevators support legislation tending toward greater regulation of the trucker dealer?" Out of virtually 1,500 replies, only 31 replied "No" to this question. Included in these replies are 379 from co-operative elevators. The replies of these farmers were 371 for strict regulation, and only 8 opposed.

One important factor is making itself felt more keenly in the buying and selling of grain from the farmer, that of fraudulent practices. Predominant among the cheating being done by these irresponsible merchants is that of the so-called "rubber checks." In the replies from these questionnaires, it is most apparent that country elevators and producers themselves have lost thousands of dollars in worthless checks. Second in importance is that of short weights, including plugged loads. And next, but by no means least, is that of grade misrepresentation.

The small town merchant is rapidly awakening to the disastrous effect that a continuation of this unregulated form of transportation will have on the small town. One of the questions we asked these dealers was, "What is the sentiment of business men generally concerning the operation of trucker dealers in grain and other commodities?" By far and large it is most interesting to know that the widest opposition prevails among these small town merchants. An example of what the trucker dealer is doing to the small towns can be explained more readily by taking the map of abandoned railroad lines. Gentlemen, it will astound you.

I would like to cite one instance and that is the abandonment of the Missouri Pacific Line from Fort Scott to Lomax, Kansas. This line runs about 90 miles, touching five counties. The taxpayers of these five counties next year will have to pay an additional \$27,000 to make up the deficit caused by the itinerant trucker forcing this rail line out of business.

I do want most emphatically to impress upon all of you the necessity for combined co-operation in our efforts to seek a remedy. That remedy is legislative in character, and deals with dissimilar regulatory measures now in effect in the various states in this territory. When I say co-operation, I mean just that. We cannot hope to sit idly by and go to our own state legislature in an endeavor to seek some relief, but we must have all of the states regulate likewise in order to cope with the interstate movement of grain which is rapidly spelling disaster for the grain industry as a whole.

Gentlemen, I warn you that unless you give this question more serious study to determine ways and means of forcing trucker merchants up to a competitive basis with established trade, within a short time the grain industry of these United States, which is established on rail lines, will be involved in such a bedlam of distorted trade relations that not only the country elevator but the terminal grain markets will be forced out of the picture.

Government Loses in Windfall Tax Suit

Judge Robert C. Baltzell of the U. S. District Court at Indianapolis on Sept. 30 rejected the government's motion to dismiss the petition filed by Kingan & Co., packers, to restrain collection of the windfall tax.

Kingan & Co. paid \$2,500,000 in processing taxes under the A.A.A. Under the so-called windfall tax the company could be required to return up to 80 per cent of the refunded tax.

The government's contention is that the firm should pay the tax and then start suit to recover.

Abe Cohen, doing business as the New Deal Food Market, and the Major-Taylor Market House, at Louisville, Ky., have petitioned the court for return of processing taxes charged them by Armour & Co. and Swift & Co., alleging the windfall tax is merely a scheme to obtain an illegal exaction.

Judge Luther B. Way at Norfolk, Va., Oct. 6 ruled that processing taxes paid under the unconstitutional A.A.A. should be refunded to the manufacturers who paid them.

The government relied on the act of Congress of June 3, 1936, prohibiting suits for the recovery of taxes paid under the A.A.A., a former amendment with practically the same provisions having been declared unconstitutional last January. Judge Way held that, as the processing taxes in the Priddy suit had been paid prior to the enactment of the law prohibiting suits for their recovery, the act therefore had the effect of being retroactive and was illegal.

Rainfall has a cycle of 11½ years according to studies of tree growth as evidenced by tree rings by Professor Andrew E. Douglass of Lowell Observatory. Professor Abbot of the Smithsonian Institute believes the cycle to be 23 years, and in the Northwest 46 years. Drouths occurred in 1890, 1913 and 1936.

National Convention Exhibits

Exhibits were grouped at the entrance to the convention hall on the fifth floor of the Schroeder, where they received maximum attention from the delegates and readily collected crowds.

L. BURMEISTER CO. showed demountable spiral conveyor couplings, with bronze bushings. Lloyd Burmeister and E. K. Veenstra were in charge.

HARRY B. OLSEN and Jim Anderson displayed grain samples, and the equipment needed to grade grain. Included were Leach and Emmerson kickers, sampling pans, testing buckets and scales, Brown-Duvall and electric moisture meters, and dividers.

MID-CONTINENT GRAIN CO. displayed samples of kafir corn and milo maize, the main part of the exhibit being two enlarged photographs showing these grains growing in the field. The background for the exhibit was a sign showing a box car carrying the trade mark of the C. & A. R.R. In charge were John Stark and A. W. Erickson.

THE HART-CARTER CO., with Victor Reid and C. C. St. Cyr as representatives, demonstrated units consisting of grain aspirators, disc cleaners and cylinder separators. Actual samples of mixed grains and grains containing cockle and weed seeds, were put thru these units to show how clean separations were made. Souvenir leather-covered match boxes were distributed.

THE SEED TRADE REPORTING BURO'S large exhibit included polished show pieces of grain-testing equipment, including a seed germinator, a divider, grain probes, sampling pans, screens, moisture testers, scales, testing buckets, and other equipment. In charge were L. M. Smith and C. M. Phillips. Ruth Pahle was the attractive young lady in charge of the Buro's buckets of roses, distributing smiles and roses impartially.

STEPHENS-ADAMSON MFG. CO., represented by Nixon Elmer, chief engineer, demonstrated working models of the latest developments in the Redler conveyor, a flexible method of conveying grain for elevator and mill use. Conveyor rolls were also shown.

C. J. TAGLIABUE MFG. CO. demonstrated the latest model Tag-Heppenstall electric moisture tester for grain inspection work. In charge was C. C. Hurst.

PITTSBURGH PLATE GLASS CO. convincingly demonstrated the merit of its cementhide waterproofing for concrete grain bins and tanks, showing how moisture could work out of tanks coated with this substance, but could not work in. Explaining the product were C. J. McCaffrey and Eric Johnson.

THE U. S. DEPT. OF AGRICULTURE had an exhibit at entrance to meeting hall, comprising a complete set of apparatus for grading all grains, including also the Emerson and new government kicker barley pearler, Brown-Duvel and Tag-Heppenstall moisture machines, and two balances. Trays contained type samples of wheat, flax and barley and samples of removable and not removable foreign material, representing grain grown in all parts of the United States. W. L. Ingles, Milwaukee supervisor, and W. P. Carroll, Chicago, now senior marketing specialist, completely demonstrated grading and separations.

THE RED STAR YEAST & PRODUCTS CO. of Milwaukee, showed vinegar, fusel oil, grain alcohol and yeast.

ARCHER-DANIELS-MIDLAND CO., of Minneapolis in numerous glass jars attractively presented samples of soybean products such as flour, flakes, meal, cake, oil and lecithin, and linseed oil, cake and meal.

AN EXHIBIT of barley and its many varieties had been prepared with such meticulous care and accuracy as to satisfy the most captious.

THE CHAS. A. KRAUSE MILLING CO. of Milwaukee, in large aquarium globes had a generous lot of samples of its feed products, including horse feed, dairy feed, calf meal, egg mash, scratch grain, as well as part of its complete line of corn products, even to artificial snow-flakes.

The Old-Timers' Luncheon

The Old Timers' luncheon, Monday noon, a real birthday party, was attended by 82 loyal workers in the interest of an organized grain trade, some of whom had attended the first meeting in November, 1896, and most of the meetings held since.

Alex S. MacDonald of Boston acted as chairman and kept the proceedings on the jump with jokes, stunts, and roasts. He started by calling in two nurses for C. D. Jones of Nashville, but Charley refused to submit to treatment because the most attractive girls were not up to his standard of real beauty.

Warren T. McCray, the second president of the Association who served as president for three years, recalled the work of those days with many happy memories.

Ben E. Clement of Leon Junction, Texas, an ardent champion of rugged individualism, told a number of stories that jarred even the old timers who were equipped with shock absorbers.

Pres. S. W. Wilder of Cedar Rapids, Ia., a mere kid in Association work, extended a cordial greeting to the old timers and expressed the earnest wish that everyone of them would attend all the future conventions of the Association.

Sam P. Mason of Sioux City, Ia., commended the splendid work of the Association attained through the establishment of trade and arbitration rules.

Every effort was made to draw E. C. Eikenberry, an ex-president from Camden, Ohio, into a political argument in support of the Raw Deal, but all in vain.

P. E. Goodrich of Winchester, Ind., an ex-president and a staunch supporter of the Association from the beginning, expressed delight over the privilege of meeting with the old time workers in the cause of an organized grain trade.

Henry L. Goemann, of Mansfield, Ohio, reviewed his long and conscientious service to the trade in the matter of more favorable transportation rates, rules and regulations.

Jack Culhane, a fluent Swede from Minneapolis, came in disguise, but his witty stories soon unmasked him, so, in order to keep his friends satisfied, he recited his version of the famous poem portraying "The Ride of Paul Revere."

C. A. Tower, a grain merchant of Des Moines, Iowa, one of the remaining attendants at the first meeting called by Charles S. Clark in Chicago to organize the National Association, left his speech in his room but assured everyone that he was delighted to be present with the so-called Old Timers. Mr. Clark told of the subjects discussed at the first meeting called to organize the Association, and the old timers were reluctant to adjourn.

All enjoyed reminiscing and hoped that they would be permitted to attend many more reunions of the workers who had helped through forty years of service to keep the National Association actively engaged in promoting the best interests of the grain trade.

Bert A. Boyd, now of Hendersonville, N. C., P. O. Box 13, sent a box of Magic Rosebuds to the old timers.

Copies of the Annals of the Grain and Feed Dealers National Ass'n, 1896-1930 were presented to the old timers interested in the struggles of the organization.

Membership Prizes

First vice-pres. Otto F. Bast of Minneapolis, won first prize in the Membership Boosters Contest. Second prize was taken by G. G. Steere, Van Nuys, Calif. John J. Murphy, Chicago, a perennial winner, took third place. Unselected prizes will be delivered to each winner, breaking the gladstone bag precedent long in vogue.

National Ass'n Convention Notes

IDENTIFICATION badges were supplied by the Grain Dealers National Mutual Fire Insurance Co.

BOB CRAWFORD and Gus Ackerman passed out cigars with the compliments of Oyster Shell Products Co.

CARTOONS portraying a painfully piercing picture of the Nude Deal were presented with the Bavarian Villagers.

STRATTON GRAIN CO. had Parlor E decorated with American Beauties and filled with restful chairs for all who wanted to lounge.

AMONG THE SOUVENIRS distributed at the convention was an attractive magazine pencil with the compliments of the J. C. Crouch Grain Co., Dallas, Tex., a combination thimble for your wife and a whistle for the baby from Leonard J. Keefe. Larry Larimore saw to it that his friends had a good lead pencil to write back home for more money.

Ladies' Entertainment

Ladies at the convention were lavishly entertained with a luncheon and bridge party at the Wisconsin Club Monday. Over 150 ladies enjoyed the three-course luncheon, including half a capon with all the attractive trimmings.

Corsages were given each lady as she entered the dining room. Eight door prizes were distributed. Mrs. Orla Severence, Kansas City, won the first, selecting a \$40 bottle of perfume.

At each bridge table was a table prize, a magnifying mirror with a cut glass handle, over which the winners thrilled with delight. A "bobby" prize at each table was a new deck of cards.

While the men were at the Bavarian Village stag Monday evening, the ladies divided and attended two theatres, for which the convention supplied tickets.

Tuesday afternoon sight seeing tours were arranged for the visiting ladies and those of the gentlemen who did not play golf. The tour brought out a mixed crowd that filled the buses. The buses followed the Lake Shore drive, visited all the parks, the Gold Coast, the Zoo, and did such a thoro job of selling the visitors on Milwaukee that many looked about for a permanent residence.

Trade Press Editors Breakfast Together

The daily activities of the convention delegates were started early Tuesday morning with a conference of trade press editors at a 9:00 o'clock breakfast in the English Room. Although this session was for editors only, a number of grain and feed dealers wandered in to listen to what Edgar Markham, Sec. of the National Grain Trade Council, Washington, D. C., had to say regarding the Robinson-Patman law.

Fred E. Watkins, of Cleveland, O., discussed trade relations, and, stimulated the interests of trade press editors in the work and welfare of the Grain & Feed Dealers National Association.

Canadian mills ground 5,940,000 bus. wheat during July, against 4,461,000 bus. in July, 1935.

Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

ARIZONA

Somerton, Ariz.—The California Land & Cattle Co. has just completed a new feed grinding mill and cattle feeding pens about a mile from here and are ready to start fattening the 1,000 cattle here for that purpose. Adobe has been used in the construction of the grain barn and of the hay barn, each of which is 100 feet long, one 32 feet wide and the other 26.

ARKANSAS

Tuckerman, Ark.—H. D. Dilday, local rice planter, has purchased the Tuckerman Garage Bldg. and is having it remodeled into a grain elevator for the storage of rice. Contract has been let to H. C. Ogletree & Co. The structure when completed will be valued at \$15,000 and will have storage room for approximately 80,000 bus. of rice. Equipment for cleaning seed rice will be installed also, and a conveyor built for loading rice from the elevator into railroad cars on the Missouri Pacific sidetrack.

CALIFORNIA

Colton, Cal.—The Globe Grain & Milling Co. has about completed repairs to its plant necessitated by the fire of Aug. 20. Much new machinery has been purchased and some of the old machinery repaired and rebuilt.

Los Molinos, Cal.—The feed mill, supplies and equipment of the local branch of Macy & Co. burned at 11:30 p. m., Sept. 22, the fire starting in the rear of the feed plant and also destroying two residences and a branch library building. Loss to the Macy Co., approximately \$25,000, partly insured.

Marysville, Cal.—After standing idle for the last 10 years, the elevator just south of this point has been acquired by the Growers Milling & Grain Co., of Oakland, and is now operating to full capacity. New machinery has been installed, including an automatic truck hoist. The elevator was started in 1928 as a co-operative enterprise by a group of San Francisco promoters and was never finished.

CANADA

Port Arthur, Ont.—Angus A. MacDonald, a grain sampler at the Government elevator here since 1921, died Sept. 21 in the General Hospital, at the age of 50 years.

London, Ont.—Additional grain storage tanks having a capacity of 150,000 bus. of corn will be erected here by the Kellogg Co. of Canada, Ltd., food manufacturer. Contract has been given to the John S. Metcalf Co.

Winnipeg, Man.—Operations of the Western Grain Co., Ltd., for the year ended July 31, showed a net loss of \$34,493, after deducting all expenses, including maintenance and repairs, payment of bond interest and exchange premiums and allowing for depreciation.

Montreal, Que.—G. A. Thomson, at one time pres. of the Montreal Corn Exchange and prominent in grain circles for years, died in Winnipeg on Sept. 25, at the age of 72 years. Mr. Thomson was associated for years with his uncle, A. G. Thomson, grain merchant of this city, and was a partner of the firm at the time he retired, in 1909.

Port Arthur, Ont.—Repairs are being made to the shipping leg at John Gillespie's elevator (known locally as the old Horn Elvtr.), which was leased to the Manitoba Pool Elvtrs., Ltd., and which was burned recently as reported in the Sept. 9 Journals. The purpose of the work is to permit the removal of the grain from the concrete bins in the annex, which is believed not to have been damaged. Reconstruction of the workhouse probably will be undertaken early next year.

Churchill, Man.—This port closed the most successful shipping season it has yet had, on Oct. 1, when the Charles L. D. cleared with 320,000 bus. of wheat, making a total of 14 vessels carrying a total of nearly 5,000,000 bus. The government elevator is reported to have 600,000 bus. in storage.

Port Arthur, Ont.—John Myronyk, employed at Pool Elvtr. No. 4, suffered painful but not serious injuries to his back recently, when he was pinned between a grain door, which came off a car by a sudden rush of the grain, and a post. He was opening the grain door of a box car at the elevator when the grain pushed the door against him, pinning him to a post. It was necessary to force the grain into a hopper before he could be extricated.

ILLINOIS

Peoria, Ill.—The local office of the Cleveland Grain Co. has been closed.

Peoria, Ill.—B. E. Wrigley, the well known traveling man, is now representing the Geo. W. Cole Grain Co.

Mahomet, Ill.—Four creditors of the Mahomet Co-op. Grain Co. have asked that the company be placed in receivership.

Mattoon, Ill.—The Big Four Elvtr. Co. has added a type "B" McMillin Truck Dump to the equipment of its feed mill.

Kankakee, Ill.—The Bartlett Frazier Co. recently installed at its local elevator a new 20-ton 9x34-foot Soweigh Scales.

Columbia, Ill.—Purchase of a feed grinder and mixer and an electric motor are contemplated by the Co-op. Grain Co.

Chandlerville, Ill.—J. H. Scott, manager of the Co-op. Grain Co.'s elevator, was married recently to Miss Clara Lovekamp.

Dixon, Ill.—The Medusa Cement Co. has let the contract for four re-inforced concrete tanks 23x115 feet to the James Stewart Corp.

Serena, Ill.—The Westbrook Grain Co. has purchased a new Soweigh Heavy Duty Motor Truck Scale to be installed at its elevator.

Danvers, Ill.—The Danvers Farmers Elvtr. Co.'s new 36,000-bu. concrete and steel elevator is about completed. Quick & Son had the contract.

Butler, Ill.—The large concrete elevator here will probably function again, as plans are being made to re-organize and re-finance the project.

Tallula, Ill.—Burglars broke the lock on the safe of the Farmers Elvtr. Co.'s elevator early in the morning of Sept. 23 and stole the money from the safe.

Warren, Ill.—An electric motor at E. T. Scott's elevator became too hot and caused a small blaze, on Sept. 12, the motor being ruined but little other damage done.

Newman, Ill.—The Newman Grain & Lbr. Co. has leased its grain elevator properties here to the Federal-North Iowa Grain Co. The local manager is James H. Kincaid.

Princeton, Ill.—The Bartlett Frazier Co. has opened an office here on the second floor of the Pappas Bldg., which will be in charge of J. O. Yeazel, assisted by R. L. McGuire.

Paxton, Ill.—A. D. Rockwell, for many years a prominent man of Paxton, engaged in a grain brokerage business, died at a Chicago hospital on Sept. 23, at the age of 79 years.

Springfield, Ill.—The Illinois Soy Products Co. has completed enlarging its capacity and installing new machinery. The company expects to operate on a 24-hour basis during the winter and spring.

Mattoon, Ill.—For the third time in four months, the office of the Big Four Elvtr. Co. was robbed during the night of Oct. 6. Between \$70 and \$100 in cash and about \$400 in checks was stolen.

Sheldon, Ill.—The Cleveland Grain Co. has moved its old office building to satisfy a claim for five inches of ground by owners of the oil station adjoining the company's premises.

Paw, Paw, Ill.—The mill here is being dismantled and the machinery moved to Fairview by the Farmers Elvtr. Co. of that place, which has purchased it for use in its rebuilt elevator and feed mill.

Sullivan, Ill.—An addition has been built to the office of the Sullivan Grain Co., near the elevator, and the brokerage company, which is connected with the grain company, is quartered in the new addition.

Fithian, Ill.—A carpenter, who was making some repairs on Phillips & Corray's elevator here, suffered a broken collar bone, a scalp wound and numerous cuts when he fell 20 feet. He was taken to a Danville hospital.

Olney, Ill.—S. C. Wilson's Sons, whose mill burned recently, as reported in the Sept. 23 Journals, are remodeling the brick elevator west of the mill, in which to carry on their business. The elevator was not damaged by the fire.

Boody, Ill.—The B. & B. Co-op. Grain Co. recently installed a type "A" McMillin Truck Dump for its elevator at this point, and has had W. W. Pearson install a type B electric truck dump in its elevator at Black Land (Boody p.o.)

Harvel, Ill.—The Shellabarger Grain Products Co., of Decatur, has bot O. W. Weber's elevator at this point. Altho the company will buy all kinds of grain, the main purpose in the purchase of this house was to provide storage space for soybeans.

Arenzville, Ill.—The Farmers Elvtr. Co.'s elevator was entered by night prowlers, Sept. 12, who gained entrance by breaking the glass in a door. After breaking the safe, they found only some small change, so took the radio and a clock with them.

LaSalle, Ill.—The September meeting of grain dealers of this section was held here at the Hotel Faber on the evening of Sept. 22. After the dinner, a discussion was held on reduced freight rates. Arthur Haag, of Mendota, was in charge of the meeting.

Windsor, Ill.—Fire starting from an overheated motor slightly damaged the Munson Grain Co.'s elevator late in September, the rafters of the roof being partially burned. Water used in fighting the fire ran into bins, damaging wheat, oats and soybeans.

Beardstown, Ill.—E. E. Schultz, head of Schultz, Baujan & Co., feed and flour manufacturers, died at the Beardstown Hospital, where he had been for six weeks, on Sept. 27, at the age of 56 years. Mr. Schultz had been in poor health for three years.

Bowen, Ill.—The Co-op. Elvtr. Co., of Denver, Ill., has purchased the C. R. Lewis Estate elevator here. T. E. Bilderback, who has been in charge at Denver for a number of years, will manage both houses, altho there will also be a man in charge at Bowen.

Lacon, Ill.—William Rebholz was seriously burned about the head, arms and chest while working at the Terminal Grain Co.'s elevator recently. He was priming a gasoline engine when the gasoline exploded, setting fire to his clothing. He is recovering in a Peoria hospital.

Springfield, Ill.—Illinois employers, under the O. D. act do not have to submit to its provisions, but if they fail to do so they will become liable under the common law for illness or death of their employees caused by occupational disease that starts after Oct. 1. The insurance companies that write workmen's compensation insurance in Illinois have been urging the employers to accept the act. The casualty companies offer to insure the occupational disease risks of all the employers who comply with their underwriting requirements as to safety and health protection conditions in their plants.

Fairview, Ill.—The Fairview Farmers Elevator Co. is rebuilding its elevator and feed mill that was badly damaged by fire following a lightning stroke, as reported in the Aug. 12 Journals. Machinery from a Paw Paw, Ill., mill is being used in the rebuilt plant. A large cistern for water to use in case of fire is being constructed also.

Table Grove, Ill.—The Farmers Elevator Co. was host to a crowd of about 500, on a recent Sunday, at Riverside Park, south of Havana, when a fish fry, which has become an annual affair with the elevator company, was enjoyed. The company takes this means of expressing its appreciation of the patronage it enjoys from the community.

Bloomington, Ill.—Central Illinois grain dealers held their September get-together meeting in this city at the Illinois Hotel. Following the repast, the soybean outlook occupied the attention of the gathering. E. D. Funk, who attended the soybean conference at Des Moines a short time before, being the principal speaker. C. W. Parry, of Chenoa, was the chairman of the meeting.

Kankakee, Ill.—T. E. Decker, resident manager for James E. Bennett & Co., proved to be a most capable host, on the evening of Sept. 27, when he entertained a group of about 20 elevator and grain men at a steak dinner at Eagle Island, the men coming from various towns in this territory. Following the dinner, the evening was spent in discussion of affairs of interest to grain men.

Atwood, Ill.—Guy W. Robertson, 48 years of age, manager of the Atwood Co-op. Grain Co.'s elevator for eight years past, was killed in an automobile accident, on the night of Sept. 29, when the car in which he and another man were riding crashed into the rear of a parked truck on a highway. It was believed that the two men were blinded by the bright lights of an approaching car and so could not see the parked truck.

CHICAGO NOTES

Board of Trade memberships are selling at \$5,200, net to the buyer.

Announcement of the death of James Albert Fitz Simmons, one of the older members of the Board of Trade, was made Oct. 6.

Ervin L. Roy, 64 years of age, a former member of the Chicago Board of Trade, died recently at the Highland Park Hospital. Mr. Roy retired in 1927.

Mrs. Fannie Ketcham Winans, widow of Frank E. Winans, a former director of the Board of Trade, died at her home in Evanston on Sept. 27.

Robert P. Boylan, pres. of the Chicago Board of Trade, has the sympathy of the grain trade in the death of his 19-year-old daughter, Lorraine, which occurred at one of the city hospitals on Oct. 2.

Hales & Hunter Co. has let the contract for ten additional storage bins (2 cylindrical and 8 interstice), which will increase the storage capacity of its Concrete Elevator by 100,000 bus., to the Burrell Eng. & Const. Co.

James A. White, a director of the Board of Trade for the past five years, has been appointed chairman of the board's business conduct committee, succeeding Leslie N. Perrin, who resigned recently. Mr. White, who is also chairman of the public relations committee, is a partner in Lamson Bros. & Co.

A satirical address on grain handling in South Africa was the entertainment enjoyed by the Chicago members of the Society of Grain Elevator Superintendents, at the regular monthly meeting held Oct. 1. Over 35 superintendents and associate members were in attendance. An elaborate buffet dinner was served.

Members of the Board of Trade voted in favor of trading in soybeans futures by a vote of 633 to 23, and trading in that commodity started Oct. 5. George H. Tanner heads a committee to direct the trading, other members of the committee being Austin D. Sturtevant, L. J. Ryan, Fred H. Lewis, George E. Saunders.

Geo. E. Booth, ex-president of the Grain & Feed Dealers National Ass'n, held a reception in one of the private dining-rooms of the Union League Club for Chicago members of the ass'n on the afternoon of Oct. 1. All were planning to attend the 40th annual meeting in Milwaukee. Out-of-town guests included Pres. S. W. Wilder, of Cedar Rapids; Sec'y Roy B. Bowden, of St. Louis, and ex-Pres. Hugh Butler, of Omaha.

At the recent meeting of the Chicago Board of Trade Post of the American Legion the following officers were installed: David H. Stark, commander; C. B. Cunningham, vice-commander; Harry H. Paul, junior vice-commander; Lewis E. Simons, finance officer; Geo. J. Fiedler, service officer; Harry Freund, adjutant; John Henry and Louis Ames, directors for three years.

At a special meeting of the directors of the Board of Trade Sept. 29 the time for the issuance of notices of intention to deliver cash grain on September contracts was extended to 8 p. m. to allow time to move grain from private into public elevators, in compliance with the new Commodity Exchange Act providing for one day notice of intention to deliver cash grain.

Leslie N. Perrin, pres. of the Star Grain Co. (an affiliate of General Mills, Inc.), who is leaving for Minneapolis to take up his duties as vice-pres. and director of the parent organization, was presented with a wrist watch as a farewell gift by his friends on the trading floor of the Chicago Board of Trade. Mr. Perrin will retain the position of pres. of the Star Grain Co.

Spencer Kellogg & Sons, Inc., have completed their soybean storage plant at 22nd and Lumber sts., which has a capacity of approximately 1,000,000 bus. Located on the south branch of the Chicago River, the elevator is equipped with marine legs and has both rail and water shipping facilities. The Jas. Stewart Corp. had the contract. About 100 workers have been employed at Spencer Kellogg's modern processing plant, adjoining the elevator, which has been closed since 1928.

The report of a special committee which recommended the inauguration of a futures market for cottonseed oil on the exchange, has been approved by the directors of the Board of Trade. The committee pointed out that the business has grown to such an extent that last year 165,647,000 pounds of cottonseed oil were received in the Chicago market territory, despite the absence of an organized market here. New York, New Orleans and Memphis all have similar markets in operation.

Federal Judge Holly has given John L. Nairn, successor trustee of the Rosenbaum Grain Corp. and the Chesapeake Export Co., authority to sell memberships of the two firms in eleven ass'ns, as follows: Ft. Worth Grain & Cotton Exchange, New York Produce Exchange, Toledo Board of Trade, Peoria Board of Trade, Milwaukee Grain & Stock Exchange, Kansas City Board of Trade, Galveston Cotton Exchange, Duluth Board of Trade, Philadelphia Commercial Exchange, Minneapolis Chamber of Commerce, and the St. Louis Merchants Exchange.

New members of the Board of Trade include the following: Richard W. Westbrook and Charles R. Westbrook, both employees of Bartlett Frazier Co.; Charles B. Gaddis, Chicago; Seymour L. Cromwell, Jr., New York; Arthur D. Lazerus, 21 years of age, the youngest member of the board; Herman S. Kohlmeier, of New Orleans, La.; John H. Cragin, of Joplin, Mo.; Robert J. Murray, Chicago; Leo M. Blanche, New York; William T. Caswell, Austin, Tex.; Clarence A. Millner, New York; Harry Kunin, Chicago; Ernest W. Badenoch, sec'y-treas. J. J. Badenoch & Co., Chicago; J. I. Dakin and Frank E. Bliss, New York. Memberships transferred: Will F. Nicholson, James F. Price, Eric W. Staight, Brown Katzenbach, Estate of Henri R. Davis, Estate of Harry G. Mills, William J. Walsh, Edmund C. Coultry, Emanuel F. Rosenbaum, Malcolm H. Reed, Estate of Ben W. Bradley, Elwood P. McEnany, Estate of Joseph Simons, William H. Combs. New partnerships: Wickham & Co., Des Moines, Ia., Harry H. Wickham, Jr., and Corwin Wickham, both of whom are members of the Board of Trade. Retired from partnership: Robert K. Cassatt, E. A. Pierce & Co., New York City.

INDIANA

Warren, Ind.—Ernest Holmes has opened a feed mill here.

Albany, Ind.—Beach & Simmers have installed a Sidney Sheller at their elevator.

Albion, Ind.—The Stiefel Grain Co. has installed a new grain cleaner at its elevator.—L.

Cutler, Ind.—Orth Quinn recently resigned as manager of the Cutler Co-op, Elevator Co.'s elevator.

Montpelier, Ind.—The Hoosier Grain & Supply Co. will install a Blue Streak Hammer Mill.—L.

Sims, Ind.—Bruce Haycock has installed a new Soweigh Heavy Duty Motor Truck Scale at his elevator.

Uniondale, Ind.—The Simpson Grain Co. has installed a new Blue Streak Hammer Mill and a 40-h.p. motor.—L.

Indianapolis, Ind.—New members of the Indiana Grain Dealers Ass'n include the Kroft Elevator Co., Inc., of Tefft, Ind.

Holland, Ind.—The Holland Mills recently added a new Soweigh Heavy Duty Motor Truck Scale to their equipment.

Upton (Mt. Vernon p. o.), Ind.—The Home Mill & Grain Co.'s elevator has been purchased by the Mt. Vernon Milling Co.

Bryant, Ind.—Bryant Elevator Co. has installed a fan sheller and V-drive which it purchased from the Sidney Grain Mch. Co.

Corunna, Ind.—The elevator here operated as the Corunna Elevator, belonging to the Estate of J. H. Knauer, has been sold.—L.

Hurlburt (Valparaiso p. o.), Ind.—Morris Gray has purchased W. W. Pearson's elevator, which is located on the Chicago & Erie R. R.

Crete (Lynn p. o.), Ind.—Bowen Elevator Co., subsidiary of the New Paris Elevator Co., is installing a 90-h.p., 4-cylinder diesel engine.

Kewanee, Ind.—The Standard Elevator Co. contemplates installation of machinery for the manufacture of cornmeal in its local elevator.

Surrey (Rensselaer p. o.), Ind.—The Farmers Elevator Co.'s elevator has been sold at auction and will be dismantled. The business will be handled from the plant at Rensselaer.

Warsaw, Ind.—The Bashore Feed Store has improved its custom grinding service on ear corn by the installation of a new Nickle Feeder ahead of its hammer mill.

Cicero, Ind.—Keith Sowers has been appointed manager of the Farmers Co-op. Elevator Co.'s elevator, succeeding Karl R. Applegate, who has taken a similar position at Winamac, Ind.

Poseyville, Ind.—The Poseyville Grain & Feed Co. was host to farmers, their families and friends at a "talkie" picture given at the gym free, on the evening of Oct. 1, the title of the movie being "Hidden Treasures," a farm picture.

Ft. Wayne, Ind.—The new 100,000-bu. elevator of the Mayflower Mills is in operation. The equipment includes a large-size scale that can accommodate any truck. The mill equipment has been improved by the addition of two new scourers.

Pendleton, Ind.—The local elevator of McComas & Pritchard is resplendent in a new coat of aluminum paint. The roofs and interior of the offices were painted also. The firm's elevators at Mohawk and at Mt. Comfort have been painted with aluminum likewise.

Winamac, Ind.—Karl R. Applegate, former manager of the Farmers Co-op. Elevator Co.'s elevator at Cicero, Ind., has been appointed manager of the Farmers Co-op. Elevator Co.'s elevator at this point, succeeding Ora Williams, whose death occurred in July, as reported in the July 22 Journals.

West Lebanon, Ind.—Jones Bros., whose elevator burned recently, as reported in the July 22 Journals, are rebuilding their feed department and will care for their feed trade, but they will not rebuild their elevator until they are able to secure a satisfactory rate on the Wabash R. R.

Indianapolis, Ind.—The Standard Nut Margarine Co. plans the immediate construction of the first unit of a plant for the refining of soybean oil to be used in the manufacture of food products. The company expects to use the yield of about 195,000 acres of soybeans annually if its plans materialize.

Crawfordsville, Ind.—Harold L. Gray, pres. of the Gray Agricultural Supply Co., held a grand opening of his new plant (described in full in the July 22 Journals), which handles feed, seed, grain, fertilizer, etc., and operates a hatchery, all day on Sept. 26, from 7 a. m. till late at night. Two big talking picture shows, free to all, were given at 3 p. m. and at 8:15 in the big warehouse. During the afternoon short talks were made by representatives of the manufacturers of feeds, fertilizers, paints, etc., handled by the new firm. Equipment of the plant includes a new railroad type Fairbanks Truck Scale, which can weigh the heaviest load, and a seed and grain cleaning machine.

Columbia City, Ind.—Royal D. Clapp, who has been manager of the Raber Co-op. Co.'s elevator, this city, for several years past, has bot the 20,000-bu. elevator and feed business formerly operated by John F. Kunberger, whose death was reported in the Aug. 26 Journals. Mr. Clapp, who takes possession Nov. 2, will operate under the name of the Columbia Grain Co. The elevator will be given a thoro overhauling and a new feed grinder installed. Manager Gross will be retained. The downtown seed store will be carried on at the present location.

New Paris, Ind.—The Martin Feed Mills (known for years as the New Paris Feed & Coal Co., owned and operated since 1926 by Jacob Martin) have bot the New Paris elevator, which has been owned for several years by William Menaugh, of Osceola. Robert Martin, son of Jacob, who has been in business with his father since 1930, will manage the elevator, which will buy and sell grains, and the manufacturing and wholesaling of their line of feeds. The large wareroom just north of the elevator will be used for feed manufacturing. The Martins plan to continue their custom grinding and retail feed and coal business at their old place, Mr. Martin, Sr., looking after this end of the business.

IOWA

Modale, Ia.—The Modale Farmers Elvtr. Co. has re-organized as a strictly co-operative concern.

Manly, Ia.—R. E. Buhr, new proprietor of the Manly Feed Mill, has purchased a new feed mixer.

Lehigh, Ia.—A new truck lift has been installed at the elevator of the F. S. Carlson Grain Co.

Kelley, Ia.—M. A. Kitchen, aged 56 years, manager of the Kelley Grain Co.'s elevator here, died recently.

Shenandoah, Ia.—A new truck scale has been installed by the Farmers Co-op. Co., having a 34x10 platform.

Desoto, Ia.—A new truck scale, having an 18x9-foot platform, has been installed by the Riley Grain Co.

Cedar Rapids, Ia.—The National Oats Co. will enlarge and modernize its offices here at a cost of about \$20,000.

Buckeye, Ia.—A truck scale with an 18x9-foot platform was recently added to the equipment of the Farmers Elvtr. Co.

Des Moines, Ia.—A one-ton molasses mixer was recently added to the equipment of the Des Moines Oats Products Co.

Sioux City, Ia.—The Terminal Grain Corp. recently added to its equipment a 20-ton, 34x10-foot platform, truck scale.

Richland, Ia.—Will True plans to build a feed mill and blacksmith shop on the M. & St. L. right-of-way, east of Highway 77.

Swea City, Ia.—Adolph Mortensen, owner of the Swea City Feed Mill, has had plans drawn for a new building to house his mill.

Palmer, Ia.—The Farmers Co-op. Grain Co. has replaced its old 10-ton scale with a new 20-ton, having a platform 24x9 feet.

Sioux City, Ia.—The H. F. Shepherdson Co., of Minneapolis, has opened a branch office in this city, with James Glow as manager.

Ireton, Ia.—The old Taylor elevator is being razed and the lumber will be sold. The elevator was purchased about a year ago by the Farmers Co-op. Co.

Randall, Ia.—Martin Peterson, of Story City, has succeeded Floyd B. Olson as manager of the Farmers Co-op. Grain Co.'s elevator.

Ames, Ia.—New equipment recently installed at the elevator of the Gilcrest Co. included a 20-ton truck scale having a 34x9-foot platform.

Cresco, Ia.—The Hunting Elvtr. Co. has awarded contract for the construction of a new elevator to the Hogenson Const. Co. This will replace the fire loss of July 16.

Muscatine, Ia.—J. H. Kent, Lone Tree, of the Mississippi Valley Grain Co., contemplates construction of buildings on the river front for the storing and processing of oyster shells.

Jewell, Ia.—The floor of the driveway of the Farmers Elvtr. Co.'s elevator has been replanked, the roof of a part of the driveway raised and the elevator covered with metal.

Albia, Ia.—John Cernich has taken possession of the Wilkin Grain Co. warehouse. The transaction did not include the elevator, which remains in the possession of C. W. Smallwood, assignee.

Rudd, Ia.—LeRoy Lovstad, who has been employed by the Midwest Lbr. Co. of Garwin for the last seven years, has taken over the management of a grain elevator here for the Midwest Co.

Thompson, Ia.—The Farmers Co-op. Elvtr. Co. has put new siding on its feed mill and replaced the former cup-and-belt system (for carrying ground feed to farmer's truck) with a pneumatic system.

Hubbard, Ia.—Frank Hoskins, manager of the Farmers Elvtr. Co.'s elevator here for the past three years, has resigned to accept the position of assistant manager of the Mississippi Valley Grain Co., Lone Tree, Ia.

Lime Springs, Ia.—The Hunting Elvtr. Co. has appointed Mike McCarville, who has been with the company for the past five years, its local agent. Mr. Cray recently sold his interest in the elevator to the Hunting Co.

Onawa, Ia.—The new lessees of the Onawa Flour Mills are E. W. Larsen and Carl Holweg, the former being the resident manager. They operate several mills and plan to make Onawa their headquarters.—Art Torkelson.

West Bend, Ia.—Harold Albright, 22-year-old farmer near here, was arrested, charged with stealing two loads of oats and 12 chickens from another farmer, near Curlew, and selling the oats to an elevator for \$28 a load.

Oelwein, Ia.—A new elevator and warehouse are under construction for the Sprague Hatchery & Elvtr. Co., the Klinger Const. Co. having the contract. The equipment will include a new dump scale having a 20x9-foot platform.

Pierson, Ia.—The Farmers Co-op. Elvtr. Co.'s new 40,000-bu. elevator, described in detail in the June 24 Journals, has been completed by the T. E. Ibberson Co. and was formally opened Oct. 3. It replaces the fire loss of last May.

Rudd, Ia.—Robert Pace, manager of the local elevator of the Federal-North Iowa Grain Co., suffered two broken ribs recently while loading a car. He slipped and fell between the car and elevator, striking a projection on the car.

Faulkner, Ia.—Belz Bros., a grain firm entering its fiftieth year of business at Conrad, Ia., has leased the elevator at Faulkner. An opening day with gifts for every visitor, was held Oct. 12. Charles Schachterle, manager of the plant for 10 years, is retiring because of ill health. Modern ear corn handling machinery is being installed at the plant.

Storm Lake, Ia.—Charles M. Nelson, who several years ago managed the Lamson Bros. & Co. office here, and previous to that was connected with the Tracy Nelson Grain Co., correspondents, was killed in an auto accident recently at Mexia, Tex., where he was employed. Charlie, as he was generally known among the trade, had a host of friends and his passing away will come as a painful surprise. He leaves his wife and two sons, his mother and a brother. Burial was at Newell, Ia.—A. G. T.

Griswold, Ia.—During a severe electrical storm last month, the elevator of Turner Bros. was struck by lightning, which entered the peak of the roof, ripped off a few shingles, followed the electric wire cable from a motor in the top of the building to the ground.

Remsen, Ia.—The Farmers Co-op. Elvtr. Co. has moved into its new 30,000-bu. elevator from the temporary quarters it has been occupying in the Johnson Garage building since the disastrous fire of last July Fourth, when a child's firecracker caused four blocks of this town to be laid in ruins. The T. E. Ibberson Co. built the new plant, which includes the elevator, warehouse, retail store, office and feed building.

KANSAS

Clyde, Kan.—New roller-bearing transmission equipment has been installed by the Clyde Milling & Elvtr. Co.

Overbrook, Kan.—A new truck lift was recently installed at the elevator of the Farmers Union Co-op. Ass'n.

Windstorm last month damaged the elevators of the A. F. Baker Grain Co., at Waco; of Henry Korff, at Lanham; of R. J. Lewis & Son, at Home.

St. Francis, Kan.—The St. Francis Milling Co.'s plant was damaged to the extent of about \$1,800 by fire during the afternoon of Sept. 18; partly insured.

Bazine, Kan.—A. L. Greenwood is the new manager of the Humburg Elvtr. Co.'s elevator, succeeding John Kuehn, who resigned recently and went to Idaho.

Leavenworth, Kan.—Edward G. Rothenberger, 57 years of age, a life-long resident of this city, formerly engaged in the wholesale feed and grain business, died unexpectedly at his home here Sept. 12.

Greenleaf, Kan.—The Greenleaf Mill & Elvtr. Co. has sold its building, stock and equipment to the Farmers Co-op. Elvtr. Ass'n, whose elevator burned last July. Greenleaf now has but one elevator.

Coffeyville, Kan.—Fire at the Moore-Lowry Flour Mills elevator at 10:30 a. m., Sept. 19, caused the destruction of about 4,000 bus. of wheat, most of the loss resulting from the quantity of water poured on the smoldering wheat to extinguish the blaze. A hot bearing in the head house caused the fire.

Rossville, Kan.—The Empire Elvtr., operated by the Berry Grain Co., burned early in the morning of Sept. 27; loss, estimated at \$14,000; hundreds of bus. of corn, 11,000 bus. of oats and several tons of hay were destroyed. The fire started in the corn crib, just east of the elevator, and soon spread to the elevator.

Minneapolis, Kan.—The Farmers Elvtr. Co.'s elevator burned Sept. 26 during the night, together with about 12,000 bus. of wheat; loss, approximately \$20,000; covered by insurance. The elevator will be rebuilt at once, business being carried on in the meantime at the office, which did not burn. The coal sheds and warehouse escaped the fire also.

Dodge City Kan.—Members recently added to the Kansas Grain, Feed & Seed Dealers Ass'n are as follows, making a total of 148 new members since June 15: Bronson Grain Co., Bronson; Hensley & Brosius, Kincaid; Hampton Bros. Milling Co., Fredonia; Uniontown Grain & Lbr. Co., Uniontown; Colony Elvtr. Co., Colony; W. O. Decker Mill, Garnett; Lloyd Elvtr., Altoona; J. L. Saunders Milling Co., Council Grove; Lord Grain Co., Emporia; Delavan Lbr. Co., Delavan; Hillsboro Roller Mills, Hillsboro; E. J. Eveleigh & Sons, Boyd; Kansas Flour Mills, Cottonwood Falls; Johnson & Son, Erie; Ed O'Bryan North Elvtr., St. Paul; S. E. Null Feed & Prod. Co., Chanute; Eureka Mill & Elvtr. Co., Eureka; Stafford Grain & Sup. Co., Stafford; Preston Co-op. Grain & Merc. Co., Preston; Grier Grain & Oil Co., Cairo; Zenith Grain, Livestock & Merc. Co., Zenith; Friesen Grain Co., Cheney.

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Claffin, Kan.—The E. L. Rickel Grain Co. has sold its elevator here to the Salina Terminal Elvtr. Co. Jim Barrett, who has been operating the elevator, has leased it from the new owners and will continue to operate it on his own account.

Penokee, Kan.—The Farmers Co-op. Business Ass'n has given a contract to Ben Munson & Sons for the erection of a 20,000-bu. elevator, to be of short studded construction and iron clad, to be built on a reinforced concrete foundation, with concrete driveway and workfloor. Machinery for this house will be furnished by Fairbanks, Morse & Co. and J. B. Ehrsam & Sons Mfg. Co. This new elevator replaces the fire loss of July 31.

KENTUCKY

Gethsemane, Ky.—Haac & Dant Distillery recently purchased a standard separator with Buhler drive from the Sidney Grain Mch. Co.

Shelbyville, Ky.—Spontaneous combustion in hay and feed in the rear of Walters & Thompson Feed Store, Sept. 14, caused damage of \$43,000 to stock and \$2,000 to the building.—A. W. W.

Midway, Ky.—Augustus Weisenberger has made some improvements at his mill, putting in a new feed mill and a new diesel engine. He now makes all kinds of feed for horses, cows, pigs and chickens.

Bardstown, Ky.—Tom Moore Distillery Co. made extensive improvements and additions to its plant with a grain elevator, rehandling elevator and two meal elevators, motor and a screw conveyor, all the equipment being furnished by the Sidney Grain Mch. Co.

Bagdad, Ky.—When caught by a belt and thrown across a revolving shaft in a mill here, Charles Marion, 29, on Oct. 7 suffered fractures of the right arm and leg, crushed, heels and multiple bruises. He held on to a wheel on the shaft while a fellow-employee raced to the basement of the plant to stop the engine.—A. W. W.

Louisville, Ky.—Judge Nat C. Cureton, referee in bankruptcy, continued taking proof Oct. 1 in the matter of the Kentucky Feed Mills, Inc., in which H. M. Kessler, trustee, charges the company's president, J. M. Marsall, with withholding \$41,000. Judge Cureton, on recommendation of the trustee, rejected a bid of \$1,000 and a proposal to take over \$25,000 in mortgages of the company. The bid, which was for the equipment and property, was made by George Hays, of the Louisville Seed Co.—A. W. W.

MICHIGAN

Muir, Mich.—On Oct. 1 the property of the McLaren Elvtr. Co. was damaged by fire of undetermined origin.

Brighton, Mich.—A. C. Stewart has installed a new Nickle Crusher-Feeder ahead of the hammer mill at his elevator.

Auburn, Mich.—The Auburn Bean & Grain Co. has installed a new Nickle Hammer Mill Feeder ahead of its Jay Bee Grinder.

Bay City, Mich.—Chatfield Bean & Grain Co. recently purchased a large special mixer manufactured by the Sidney Grain Mch. Co.

Marion, Mich.—The Marion Elvtr. Co. is a new organization which has taken over the Kent Elvtr. here. A. L. Pullman is manager.

Owendale, Mich.—The Black Bldg. is being converted into a grain elevator by J. R. Quinn, of Elkton, who has leased the building for five years.

Battle Creek, Mich.—W. K. Kellogg has announced that two of his firm's plants here will be enlarged to materially increase manufacturing facilities.

Harvard, Mich.—The property of the Harvard Milling Co. was slightly damaged by the explosion of the batteries of a lighting system due to lightning on Sept. 8.

Homer, Mich.—The Cortright Milling Co. will start a wholesale feed business soon, with a plant at the Lake Shore freight depot, Tom Woodbury will be manager.

Eureka, Mich.—J. O. Gower held open house at his new elevator and feed mill for the inspection of the public last month. A detailed description of this plant was given in the Sept. 9 Journals.

Vickeryville, Mich.—The Rockefeller elevator was entered during the night of Sept. 19, the door of the safe blown off with nitroglycerine and \$512 stolen. The interior of the office was wrecked by the blast.

Reed City, Mich.—The Kent Elvtr. Co. recently bot the potato house formerly operated by the Reed City Marketing Ass'n, and will now be able to buy and store more potatoes than was formerly possible.

Escanaba, Mich.—A crew of 33 men employed in wrecking the old Soo Line transfer elevator went out on strike in September. Shortly after the work was begun in June the men struck for a raise in pay from 25 to 32 cents an hour, which was granted.

Detroit, Mich.—After an illness of but two days, Thomas G. Craig, retired grain man, died in a local hospital Sept. 30, at the age of 85 years. A member of the firms of Gillett & Hall and of Carson, Craig & Co., he was engaged in the grain business here for many years.

Battle Creek, Mich.—Work has started on the construction of the new cereal mill building for the Ralston-Purina Co., reported in the Sept. 23 Journals as contemplated by the company. The building will be 68x153 feet, six stories high. The Jones-Hettelsater Const. Co. has the contract.

Bay City, Mich.—Work has started on a new grain elevator and malt plant for the American Maltng Co. on a 47-acre tract of land, six acres of which will be devoted to the plant and its terminal grain elevator when finally completed. About one-fourth of the project will be completed first, to be placed in operation on the 1937 crop of barley. Footings are now in for the concrete kiln building, some of the footings for the germinating building, and work is about to commence on the mattress for the first grain elevator annex, which will have storage space for 1,125,000 bus. The George Const. Co. is doing both the designing and the building.

MINNESOTA

Delavan, Minn.—The Farmers Elvtr. Co. is erecting a new 25,000-bu. elevator.

Chaska, Minn.—The west wall of the Teske Grain Co.'s elevator collapsed recently.

Crookston, Minn.—The Roe Elvtr. Co.'s building and equipment was damaged by fire Sept. 29.

Stanton, Minn.—Frank H. Shepard, for the past 13 years a grain merchant here, died Sept. 25.

Dexter, Minn.—A new truck lift has been added to the equipment of S. W. Stephenson's elevator.

Hutchinson, Minn.—The Pacific Grain Co. plans the erection of a new mill to care for its increasing business.

St. Charles, Minn.—The Farmers Wholesale Co. has installed a new grain cleaner and separator in its elevator.

New Prague, Minn.—Leakage of the sprinkler system in the plant of the International Milling Co. damaged a small quantity of stock recently.

LeSueur, Minn.—Three floors of the Farmers Elvtr. Co.'s elevator collapsed under extreme weight late last month. Repairing is under way.

Bovey, Minn.—A bulk grain and feed storage warehouse, 32x112 feet, has been erected at the rear of their present structure by Isaac Muotka & Son.

Nashua, Minn.—Harry Morris, former operator of the Nashua Grain Co. here, and auditor for the Pacific Grain Co., of Aberdeen, S. D., died Sept. 27.

New York Mills, Minn.—The Jackson Flour & Feed Mill, recently purchased by the Farmers Elvtr. Co., has been overhauled and some new machinery added.

Lakefield, Minn.—Albert Berg, manager of the Fleischmann Maltng Co.'s elevator at this point for the past 12 years, has been succeeded by Lloyd Matson, of Jackson, Minn.

Amiret, Minn.—The articles of incorporation of the Amiret Farmers Elvtr. Co. have been amended and in the future the company will be known as the Amiret Co-op. Elvtr. Co.

Northfield, Minn.—John Heyerholm has improved his Triple S Feed Mill by raising the roof of the mill six feet, extending the elevating legs six feet, putting in six additional bins and installing a new corn cracker.

Dudley (Marshall p. o.), Minn.—The Dudley Farmers Co. recently purchased a 20-ton Fairbanks Scale, a Winter Auxiliary Truck Lift, new Atlas Bucket Belting and D. P. Cups thru Ed Mueller, of R. R. Howell & Co.

The following Minnesota elevator and mill plants sustained wind damage last month: E. J. Houle and the Chicago City Mill Co., both at Chicago City; Lindstrom Mill Co., Lindstrom; C. G. Burns Co., Center City; J. Peterson Co., Shafer.

Dawson, Minn.—The Farmers Co-op. Elvtr. Co. is improving its receiving and shipping facilities by the addition of a Howell Overhead Electric Truck Lift and a direct-connected geared Clow-Winter Head Drive. A new distributor is also being installed.

Sauk Center, Minn.—An effort is being made by the Farmers Shipping Ass'n to purchase the elevator property from the Farm Service Stores, which was said to be planning to close its local branch. Funds are being solicited from local business men for the purpose.

Morgan, Minn.—The Morgan Farmers Elvtr. Co. plans \$4,000 worth of improvements at its plant this fall, consisting of a 5,000-bu. double corn crib, each crib 8x32 feet, 16 feet high, with driveway between; some modern machinery, including lift, drag and electric motor.

Garfield, Minn.—Stockholders of the Farmers Elvtr. Co. have decided to rebuild the elevator that burned recently, as reported in the Aug. 26 Journals. The new elevator will be of crib construction, 20x30 feet, 54 feet high. The money for rebuilding will be borrowed from the Bank for Co-operatives.

Argyle, Minn.—The formal opening of McCabe Bros. new elevator and feed mill plant, recently completed by the T. E. Ibberson Co. and described in detail in the June 24 Journals, was held on Saturday, Sept. 19. Free lunch and coffee was served to more than 1,000, starting at 1 o'clock and continuing until 5. The day ended with a dance in the evening.

Dawson, Minn.—The Western Grain Men's Ass'n held its September meeting in this city, in the public library, with Pres. Iver Wollum presiding. Barley buying at country stations was discussed at length, this matter having been carried over from the August meeting. The protest of the ass'n against the government granting the entire program of buying and distributing seed stocks to a single agency had been unavailing, the sec'y reported, and further protest was considered useless. Several numbers on an accordion furnished entertainment for the gathering.

DULUTH LETTER

A vote taken by the members of the Duluth Board of Trade Oct. 7 adopted a change in the contract grade of malting barley as follows: No. 2 malting barley, contract grade, with No. 1 barley deliverable, 3 cents above the contract grade.—F. G. C.

The arrival here Oct. 10 of the new Norwegian passenger boat Taborfjell will inaugurate a new passenger and commercial line between Norway and Duluth. The steamer is on its

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maiden voyage with a cargo of fish for wholesalers here.—F. G. C.

Several conferences have been held between grain inspection officials of Minnesota and Wisconsin relative to the adoption of uniform regulations tending to eliminate conflict over inspection of Canadian grain received at Duluth-Superior. Charging of regular fees for inspection is under consideration by the two departments.—F. G. C.

Canadian grain imports dropped off about one-half in September from the August movement. Nevertheless, customs duties paid amounted to over a million dollars, for the second consecutive month in the Duluth-Superior district since the office was established in May, 1872. With our northwestern mills needing wheat supplies they are looking to Canada to furnish them.—F. G. C.

There has been a 1/2c boost in the lake freight rate on wheat to Buffalo. Vesselmen have done recent business at 3c bu., and the rate may go still higher, depending on the strength of demand for tonnage from shippers and the available supply of boats. The bulk of cargo freighters are engaged in the iron ore trade, so that there has been a decreasing number of vessels for carrying grain.—F. G. C.

The nominating committee of the Board of Trade has submitted the names of W. W. Bradbury and W. J. McCabe Jr., to be voted on in a special election to fill the unexpired term as director of the late J. A. MacInnes. The membership in the Board of Trade standing in the name of Mr. MacInnes was transferred to Carl E. Peterson, an employee of the Occident Terminal Division of the Russell Miller Milling Co.—F. G. C.

MINNEAPOLIS LETTER

Pierce Lyman Howe, 74 years of age, pres. of the Imperial Elvtr. Co., died Sept. 10, at his home in this city.

Harrison H. Whiting, pres. of the Pillsbury Flour Mills Co., died Oct. 3 of injuries received when a horse he was riding about a week before threw him and then fell on him. Mr. Whiting, who was 59 years of age, had been in the milling business 40 years. He became pres. of the Pillsbury Co. in 1932.

The head offices and the traveling forces of the St. Anthony & Dakota Elvtr. Co. and of the Great Western Grain Co. have been combined in the offices of the former company in the Chamber of Commerce Bldg. E. E. Mitchell will be associated with the St. Anthony Co. in the management of the Great Western Co.

Radio Station WCCO on Sept. 28 started broadcasting the Minneapolis grain market quotations of active futures at 10 a. m., 11 a. m. and at noon, and the complete close on the futures and cash grain market at 1:10 p. m. This schedule is effective daily except on Saturdays, when the noon broadcast is omitted and the close is given at 12:15 p. m.

The Minneapolis Grain Shippers Ass'n, at its Oct. 6 meeting, paid tribute to W. T. Fraser and H. W. Commons, the oldest members of the Minneapolis Chamber of Commerce, both of whom attended the meeting and recalled incidents of the last half century in the local grain trade. The newly elected pres. of the Chamber of Commerce, E. E. Mitchell, was present also and was introduced to the gathering.

Recently elected officers of the Minneapolis Chamber of Commerce are: Pres., E. E. Mitchell; first vice-pres., F. C. Smith; second vice-pres., W. H. Mills. Directors elected for a two-year term were J. A. Mull, William Dalrymple, A. M. Howard and E. H. Mirick. Directors for one year were F. P. Heffelfinger and W. A. Howard. Members of the board of arbitration: J. H. Staddon and C. S. Hixon. Members of the board of appeals: E. L. Doherty and M. W. Smith.

George Reed, who has been in Indianapolis, Ind., has returned to this city and is now associated with the Hallet & Carey Co.

Altho negotiations looking toward the end of the strike of flour and cereal workers had been going on for some time, an amicable agreement had not been reached by Oct. 6, and two flour mills and nearly all elevators and feed mills remained closed, altho the linseed plant of Archer-Daniels-Midland Co., six milling companies and a few other grain processing companies, with their elevators, were running, following a statement by these companies that they were willing at any time to meet with employees or their representatives. But a proposal by the companies still closed to agree to do the same, was rejected by the union. The bone of contention seemed to be an election by workers to determine their representatives, the union holding out for an election before returning to work and the employers insisting on re-opening first. The Twin City Trading Co. placed its large grain elevator in operation Oct. 7 despite a disturbance by pickets. On Oct. 8 the strike came to an end, the union members voting to accept a peace plan arranged by their leaders and employer representatives. Terms of the agreement call for companies to hold election, if requested by employees, within ten days after requests are made. The elections would choose bargaining representatives for the workers.

MISSOURI

Wakenda, Mo.—The elevator of the Ray-Carroll County Grain Growers, Inc., was totally destroyed by fire of unknown origin on Sept. 24.

Crystal City, Mo.—The Pittsburgh Plate Glass Co. has let contract to the James Stewart Corp. for five re-inforced concrete tanks 28 feet in diameter by 50 feet high.

Carthage, Mo.—A pulley on a generator in the mill plant of the Morrow Milling Co. worked loose recently and rubbed against the housing, causing a fire which resulted in only slight damage to the property.

Mt. Leonard, Mo.—The Mt. Leonard Farmers Elvtr. burned at 2 a. m., Sept. 19, together with 2,100 bus. of wheat, 500 bus. of oats, and feed and flour. The contents were insured but the building was not. The books and some office equipment was all that was saved.

Sullivan, Mo.—The Farmers Co-op. Ass'n's elevator burned in the early hours of Sept. 15; loss, estimated at approximately \$17,000; partly covered by insurance. The delivery truck, a few pieces of farm machinery and three coops of chickens was all that was saved.

KANSAS CITY LETTER

A millfeed department has been added to the business of the E. H. Sullivan Grain Co., cash wheat and coarse grain merchandisers. Stanley Russell, formerly with the Dreyer Commission Co., of this city, is manager of the new division.

William B. Lincoln has been appointed to the business conduct committee of the Board of Trade, succeeding James N. Russell, whose term expired Oct. 1. J. J. Kraettli, chairman; W. B. Lathrop, E. O. Bragg and J. S. Hart are the other members of the committee.

Harry G. Randall, former general manager of the Larabee Flour Mills Co., later manager of the Washburn Crosby Co.'s plant in this city, and local manager of the Livingston Economic Service at the time of his death, was stricken with pneumonia Sept. 19, while on a business trip to Minneapolis, and died Sept. 24 in that city.

Kansas City, Kan.—Work on the 3,000,000-bu. concrete municipal elevator has been started. This is P. W. A. Project No. 4820 (Kan.). As reported in the Sept. 23 Journals, contract was awarded to the Nicholson Co., Inc., and calls for completion in 175 calendar days. This building construction includes offices, head house and 156 re-inforced concrete bins, 105 feet high. Because of its river front location, the elevator will have both railroad and barge shipping facilities. Contract for the wood pile foundation for the elevator was awarded in June, the amount of the contract being \$105,172, that work being nearly completed several weeks ago. A separate contract was awarded Sept. 15 for mooring dock, river bank protection, hydraulic fill and railroad switch tracks. Contract for this work was awarded to the Minneapolis Dredging Co. at \$234,850.60. The elevator was designed by Horner & Wyatt.

Release of six employees by the Farmers National Grain Corp. here on Oct. 1, brot the total reduction in the staff to 18 since mid-July.

Seibel C. Harris, of Chicago, is an applicant for membership in the Kansas City Board of Trade on transfer from George P. Payne, whose membership sold for \$5,000, including transfer fee. The sale of Mr. Payne's membership marks the dissolution of the Watkins Grain Co., which was a partnership composed of C. E. Watkins and Mr. Payne in 1922.

ST. LOUIS LETTER

St. Louis, Mo.—Harry E. Halliday, long in the grain business at Cairo, Ill., is now with the Norris Grain Corporation.

St. Louis, Mo.—An automobile caught fire alongside the platform of the Elam Grain Co. recently. The tank exploded, damaging the loading platform and some stock of processed barley.

Robert Leonhardt, who has been a member of the Merchants Exchange since 1888, pres. of the Saxony Mills, died Oct. 5, at the age of 75 years. His connection with the mills covers 55 years.

The futures trade of the Norris Grain Co. on the Merchants Exchange will be handled by George J. Ichtertz, who recently joined that company. He was formerly with the Standard Commission Co.

The St. Louis Grain Club held its fall outing on the afternoon and evening of Sept. 18, at the Norwood Country Club, about 54 members being present. Five new names were added to the membership roster: A. W. Lipsey and Paul Atkinson, of the Norris Grain Co.; Elmer Kohlwes, assistant traffic commissioner of the Merchants Exchange; Harold Vogel, of Continental Grain Co., and Ben M. Schulein, of Neumond & Co. In the golf tournament match between Harold Altmansberger, of the Checkerboard Elvtr. Co., and Paul M. Marshall, of the Commonwealth Flour Mills, the last named was the winner. A. R. Benson, of Lowell Hoit Co., won the first prize in the blind bogey contest; P. M. Marshall, second, and P. C. Knowlton, of Knowlton Grain Co., third.

MONTANA

Nibbe, Mont.—Gaining entrance to the elevator thru a window, robbers stole 125 bus. of wheat (in sacks) from the Powers Elvtr. Co.'s elevator last month.

Portage, Mont.—Farmers Union Elvtr. incorporated; capital stock, \$50,000; incorporators: Charles Good, Walter W. Kerrow, Ronald W. Holtz, Fred Kropp and Harold Shane.

NEBRASKA

Sutherland, Neb.—The Day Milling Co. closed the Sutherland Grain Co.'s elevator on Sept. 1.

Nebraska City, Neb.—C. V. Larkin has been transferred to the Butler-Welch offices in Omaha.

Pauline, Neb.—Earle B. Jones has been appointed manager of the Robinson Elvtr. Co.'s elevator.

Cedar Bluffs, Neb.—The Farmers Union Elvtr. Co. is installing new scales and constructing a new office.

Kearney, Neb.—A new 15-ton truck scale, having a concrete deck and a 30x9-foot platform, has been installed by the Kearney Grain Co.



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Hebron, Neb.—Ufe Edwards, of Bruning, has taken over the managership of the Burlington Elvtr. at this point.

Lisco, Neb.—The Farmers Elvtr. has improved its equipment by the installation of a 20-ton truck scale, with a 34x9-foot platform.

Crete, Neb.—A piece of metal in fan in the hammer mill in the warehouse of the Crete Mills caused a fire which slightly damaged the property on Sept. 26.

York, Neb.—The new 25,000-bu. elevator of the York Mill & Elvtr. Co., described in the Aug. 26 Journals, replacing the company's fire loss of last July, has been completed.

Omaha, Neb.—Following is the schedule of the market broadcasts over Station WAAW each week day except Saturday: 9:15, 10:15, 11:15, 12:15, and at 1 o'clock close and summary. Saturday the market periods will be: 9:15, 10:15, and 11:30 close and summary.

Grand Island, Neb.—Frank Ross, manager of the Nebraska Consolidated Mills, fractured both his heels recently when he was forced to jump to a concrete floor below after the automatic shutoff on the manlift failed to work. He will have to keep off his feet for at least six weeks.

Omaha, Neb.—Carl Ekman, employed at the Omaha Flour Mill, suffered burns and severe bruises, but no broken bones or internal injuries, on Oct. 3, when his jacket became entangled with a pulley he was repairing and he was swung over the shaft a number of times. The belt wound around his neck, almost strangling him.

Plattsmouth, Neb.—The elevator at the Plattsmouth Feed Yards, owned by the Norfolk Packing Co., with its contents of 30,000 bus. of grain, owned by Lindley & Doody, burned on the afternoon of Sept. 11, after the elevator was struck by lightning. The elevator building was covered by insurance, but the grain was only partly insured. A carload of corn was received the same morning, but fortunately had not been unloaded.

NEW ENGLAND

Essex, Con.—Essex Grain Co., incorporated; capital stock, 500 shares no par value; incorporators: Herman W. Toepke, Ross E. Newell, Dorothy Morgan.

Middletown, Conn.—A new firm here is the Coles Feed & Grain Co., composed of George S. Seymour, pres.; Harriet M. Harris, sec'y; Elmer P. Smith, treas.

NEW YORK

Mt. Upton, N. Y.—A molasses mixer was recently purchased by Harry Curtis.

Kingston, N. Y.—A new corn cutter was recently installed by the F. B. Matthews Co.

Skaneateles, N. Y.—A hammer mill has been added to the equipment of the Tallcot Milling Co.'s plant.

New York, N. Y.—New members of the Produce Exchange are Benjamin T. Young (regular) and Hatsujiro Yoshida (associate).

New York, N. Y.—Despite inclement weather and active grain markets, 35 members of the New York Produce Exchange hied away to the Knollwood Country Club, White Plains, on Sept. 17, to the fall golf tournament, which proved to be an enjoyable affair.

Albany, N. Y.—Re-arrangement of the Barber & Bennett feed plant is under way to increase its efficiency and manufacturing and handling capacity. The capacity of the corn cracking unit is being increased. New machinery being installed include a one-ton batch mixer, a corn cutter and a molasses mixer, all made by the S. Howes Co. Several new leg belts and buckets are also being installed. Baxter Engineering Co. has the contract.

New York, N. Y.—Three regular and four associate memberships in the Produce Exchange were sold at auction on the floor of the exchange on Sept. 29, Charles Keller, a member, buying the regular memberships, one at \$690 and two at \$675 each, and one of the associate. Henry McCord, Rudolph Friedler and Edward Engstrom bot the three remaining associate memberships at prices varying from \$135 to \$137.50. Recently elected to membership in the exchange were the following: Patrick Hanrahan, Frank Lushas, Samuel R. Winslow and E. W. Hellwig, the last-named being an associate member.

Cuba, N. Y.—Mrs. Robert Gill, wife of the president of the Phelps & Sibley Flour & Feed Mill here, was taken ill, on Sept. 11, at the Mutual Millers & Feed Dealers Ass'n convention at Jamestown, N. Y., which she and her husband were attending, and died Sept. 13.

BUFFALO LETTER

The concrete retaining wall at the Archer-Daniels-Midland Co.'s plant on the Buffalo River has been repaired.

Edward McClure has acquired a membership in the Buffalo Corn Exchange. He is associated with the Southwell Grain Corp., managed by Dan Southwell, a familiar figure to mid-western trade. In recent months Mr. McClure has been traveling in Ohio and Indiana, getting acquainted with the trade he will serve on the Buffalo floor.

Fitting and decorating the new Corn Exchange floor is rapidly being completed. The floor has been equipped with soundproof ceiling and a new floor covering. Special round sample tables are fitted with rolling drawers. Telephones have been placed around the sides of the room. Venetian blinds are being hung at the windows.

The floors and roofs of the two warehouses of the Eastern States Co-op. Milling Corp. have been raised about four feet to bring the floor to platform level, and conveying machinery for handling sacked products installed. A second story and bins were added to the seed house, and a small fumigating house built for fumigating bags. Baxter Engineering Co. did the work.

Expected to be completed by the end of October is the new 120,000-bu., 8-bin, re-inforced concrete grain storage annex being built for Wm. Kreiner & Sons by the Monarch Const. Co. The bins are 96 feet deep. Conveying machinery includes belts at the top and bottom of the house and a short jack-leg to reach the top belt. A Eureka Aspirator and a Richardson Sacking Scale are being added to the equipment.

A new malt house, kiln and office are under construction by the Monarch Const. Co. for the Perot Malting Co., to double the company's capacity, bringing it up to 2,000,000 bus. annually. Construction of the new unit is of brick, steel and concrete to match the old plant. The new office is 20x45 feet, the kiln 35x120 feet, five stories high, the malt house 130x50 feet, three stories high. The Galland-Henning Mfg. Co. is furnishing special malting machinery for the new unit, which will be fitted also with Buffalo fans and conveying and elevating machinery.

Building has been completed and machinery is being installed in the new 200,000-bu. re-inforced concrete annex to the grain storage of the Co-op. G. L. F. Mills, made up of six tanks and two interstice bins, reported in the Sept. 9 Journals under construction, also 70x300-foot single-story warehouse and two-story office structure, the latter of re-inforced concrete, steel, and brick, to house the laboratory and shop. The company's boilers and grain drier are being fitted with oil burners and oil storage is being installed. Baxter Engineering Co. has the contract.

NORTH DAKOTA

Napoleon, N. D.—A factory for the manufacture of wheat breakfast cereals has been opened here by William Pritzkau.

Dawson, N. D.—Erwin Moug, manager of the South Side Farmers Union Elvtr., Inc., has been succeeded by Anton N. Hatzebuhler.

Severe winds damaged the following North Dakota elevators last month: Farmers Union Elvtr. Co., Steele; Gibson Elvtr., Ypsilanti.

Garrison, N. D.—The local Farmers Union is reported to be contemplating the erection of a new elevator before the next harvest season.

Windsor, N. D.—The Powers Elvtr. Co.'s elevator burned during the night of Sept. 25, the fire starting at the roof. The company's records were saved.

Hillsboro, N. D.—Niels P. Pederson and Sidney Angus, of Garfield, Minn., have bot the machinery of the old local feed mill and contemplate establishing a feed business here.

Kintyre, N. D.—The Farmers Elvtr. Co.'s elevator will either be remodeled or entirely rebuilt in the near future. Initial plans called for a new foundation and other repairs, but contractors believe rebuilding would be less expensive.

OHIO

Kileville, O.—Fred Kile & Son are building a new elevator.

Upper Sandusky, O.—W. M. Gregg & Sons' elevator is being painted.

Carroll, O.—Carroll Elvtr. Co. has purchased a Sidney Special Mixer from the Sidney Grain Mchy. Co.

Mechanicsburg, O.—Frank Butz has purchased the feed mill formerly owned and operated by Leonard Hinton, near Mechanicsburg.

Dunbridge, O.—Central Mills, incorporated; capital stock, \$25,000; incorporators: H. H. Harms, Herman I. Mominee, Don E. Merrick.

Trotwood, O.—Concrete work is about completed on the 50,000-bu. re-inforced concrete elevator under construction by the Trotwood Farmers Exchange.

De Lisle (Arcanum p. o.), O.—Frank Snell, owner and operator of the De Lisle Elvtr. Co., died the second week of September from pneumonia, after only a few days' illness.

Ohio elevators damaged by windstorm recently were: Armstrong & Johnston, Lippincott; Charles Wooton, West Mansfield; W. C. Mote, Laura; Rosewood Grain Co., Rosewood.

Somerset, O.—Consolidation of elevator interests has recently been effected by the Farmers Co-op. Elvtr. Co. and the Farm Bureau Co-op. Ass'n. The merger is to be known as the Perry County Co-op. Ass'n.

Paulding, O.—Carl Essex and his brother-in-law, Everett Young, have leased a building here, in which they are installing an up-to-date feed mill. The equipment includes a large size hammer mill, a corn sheller and a feed mixing machine.

Troy, O.—The Troy Grain & Supply Co. has completed an addition to its feed grinding plant, 16x24 feet, 40 feet high, which will approximately double the capacity of the plant. New equipment installed includes sheller, scalper, distributor and other machinery, purchased from the Sidney Grain Mchy. Co.

Scott, O.—The loss sustained by the Scott Equity Exchange, D. B. Hoaglin manager, in the fire of Sept. 14, reported in the Sept. 23 Journals, was estimated at approximately \$10,000; about 2,000 bus. of corn and wheat was destroyed; loss covered by insurance. The elevator that burned was the smaller of the two houses owned by the company and was known as the south elevator. Business is being continued in the north elevator, which has a capacity of 35,000 bus.

STRATTON GRAIN CO.

MILWAUKEE, WIS.

CHICAGO, ILL. ST. JOSEPH, MO. NEW YORK, N. Y.

BUYERS AND SELLERS OF GRAIN
SPOT & "TO ARRIVE", CONSIGNMENTS
MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS

Future Orders Solicited

Toledo, O.—While F. O. Paddock, former Toledo grain man, and his wife were visiting a daughter in Akron, O., recently, Mrs. Paddock, who was 81 years of age, died. Mr. Paddock entered the grain business here in 1886, his firm being the Paddock-Hodge Co., and retired three years ago and moved to California.

Ada, O.—The Northwest Ohio Farmers Grain Dealers Ass'n held its October meeting here on the 8th, Pres. Orville Badertscher, of Defiance, presiding at the dinner meeting. Following a short business session, the grain dealers were guests at a big Ohio Northern Festival program in Lehr Auditorium, where music, comedy, drama and stunts were provided.

Carey, O.—W. H. Smith, new owner of the Carey Mill & Elevator Co.'s plant (as reported in the Aug. 26 Journals) is continuing operation under the former name and has retained P. A. Hendricks as manager. The office and scale are being moved to a new foundation and pit back from the street and their former site used for a filling station, in the first move toward expansion.

Marion, O.—The Old Fort Mills have under construction a 100x80-foot 4-story, steel-framed, iron-clad feed mill which is expected to be completed before the end of October. It is being equipped with percentage feeders, two horizontal Eureka Feed Mixers, two Jacobson Hammer Mills with direct-connected motors, a Western and Eureka Cleaner, a Sidney Corn Sheller and Cutter, a new Richardson Sacking Scale and other modern equipment.

Columbus, O.—The Ohio Grain, Mill & Feed Dealers Ass'n will hold its fall meeting in this city at the Deshler-Wallick Hotel, Tuesday, Oct. 20, opening at 11 a. m., with luncheon at noon. Ray B. Bowden, sec'y of the Grain & Feed Dealers National Ass'n. and other speakers will talk. Trucking, tax, legislative and other matters of interest to grain dealers will be discussed, and an open forum on new corn condition and prospective prices will be held. Non-members as well as members will be welcome.

Ashland, O.—J. L. Donley & Bro. have completed their new 20,000-bu. elevator that replaces their fire loss of last December. The house is equipped with the latest electric driven machinery for cleaning, weighing, storing and grinding grain. The elevator proper is 36x32 feet, 70 feet high, of frame construction, covered with corrugated metal. The warehouse is 82½ feet long, 36 feet wide, one story high, of red brick. The office occupies the front part of the warehouse building. A corn crib has been erected opposite the outside dump.

Eldean (Troy p. o.), O.—R. S. Altman, operator of 55 feed stores thru Pennsylvania, with a mill and headquarters at Irwin, Pa., is making many improvements at the local Allen & Wheeler elevator and mill which he bot this summer. The improvements include construction of truck-load receiving facilities at the 300,000-bu. elevator, a driveway, a pit, a Sidney Truck Lift and elevating machinery, and a 20-ton Howe Truck Scale with long platform; and building of a 120x80-foot, 4-story, frame, iron-clad feed manufacturing plant. C. A. Barton has been placed in charge locally.

Ashland, O.—Cliff S. Martin & Co. lost one of their hay storage houses by fire on Sept. 22, the loss including part of a car of alfalfa, 35 cars of hay and two cars of straw; partly insured.

OKLAHOMA

Watonga, Okla.—Following a heart attack at his home, Dexter M. Kramer, former manager of the Wheatland Grain Co.'s elevator, died recently.

Yale, Okla.—We intend buying a hammer mill and feed mixer soon. We have the elevator that Bill Watson had, but are using it for storage only. Watson is not in the feed business now. We buy grain in car lots.—Davis & Stewart.

Enid, Okla.—Julius Pearlstone, of Dallas, Tex., has been named pres. of the Enid Terminal Elevator Co., succeeding the late Cecil Munn, founder and manager for 10 years. Mrs. Munn was named vice-pres., and C. J. Fritsch, of Enid, treas.

PACIFIC NORTHWEST

Seattle, Wash.—Francis H. P. Rogers, former manager of the West Seattle Grain Elevator, has gone into the insurance business.

Colfax, Wash.—S. A. Weitman, Thornton farmer, plans construction of a \$10,000 flour mill here. This will be the first flour mill in Colfax since 1920, when the old mill burned.

Pleasant View (p. o. name Hammer), Wash.—Fred Lasater's grain elevator here burned Sept. 30, together with its contents, 10,000 bus. of wheat. Some insurance was carried.

Olympia, Wash.—The State Unemployment Insurance Act was declared invalid by the State Supreme Court, by a 5 to 4 decision, on Sept. 15, the court holding that the law never became operative.

South Bend, Wash.—The Dixie Shell plant has been sold by Receiver Whitcomb to O. D. Edmonson, of Seattle, and will be operated as soon as new machinery is installed, which will include a new drier.

Sweetwater, Ida.—Lewiston Grain Growers will replace their fire loss of Aug. 13 with a 180,000-bu. elevator and a warehouse having a capacity of 30,000 sacks of grain. The elevator will be 60x150 feet.

Seattle, Wash.—The Continental Grain Co. has been granted a two-month continuance in the county's suit to collect taxes on grain stored in the Hanford St. Elevator here. The hearing now is set for Nov. 23. The company holds that the grain is held here temporarily, in transit to other parts of the world, and is not subject to tax.

Pullman, Wash.—Damage of about \$30 was done to sacks of grain in the warehouse of the Pullman Grain Growers recently, when a small quantity of gasoline, spilled in filling the tank of the grain stacker engine, became ignited from a lighted lantern. Quick action by employees and the fire department prevented a serious fire. More than 30,000 bus. of grain were in the warehouse.

Seattle, Wash.—Benjamin F. Shields, a pioneer Seattle resident and retired grain dealer, died Sept. 21, at Harborview County Hospital, at the age of 79 years. He owned the former Spokane Grain Co. from 1898 until he retired in 1920.

Wendell, Ida.—The Wendell Elevator Co. celebrated the opening of its new bean and seed warehouse addition to its elevator on the evening of Sept. 8 by giving a barn dance, which was attended by about 300 persons. Lunch was served at midnight.

St. Charles, Ida.—The St. Charles Milling & Commodity Co. re-opened its plant last month after rebuilding and modernizing it. All kinds of flour are manufactured, also a number of cereal foods, and an up-to-date feed mill makes livestock and poultry feed. The plant has storage space for 10,000 bus. of grain.

Filer, Ida.—The T. D. Smith warehouse, which has not been used for over a year, has been leased by the John Kinney Co., of Twin Falls, as a bean warehouse unit. The building has been newly painted and the interior cleaned and altered. The Associated Seed Co., located next door, is erecting a cupola in its warehouse, to house a gravity mill also a seed mill. These changes are in preparation for a heavy run of beans this year.

PENNSYLVANIA

Carbondale, Pa.—A molasses mixer has been installed by the Thorpe & Baker Co.

Linesville, Pa.—The Davis Coal & Milling Co. has installed a Nickle Hammer Mill Feeder.

Ulysses, Pa.—A hammer mill has been added to the equipment of the Ulysses Milling Co.

DuBois, Pa.—The equipment of the DuBois Milling Co. was recently improved by the installation of a new hammer mill.

Lawrenceville, Pa.—While attending a fair at Mansfield, on Sept. 18, LeRoy C. Eaton, feed mill operator, was stricken with a heart attack and died.

Pittsburgh, Pa.—Plans for a large elevator have been drafted by the Macdonald Engineering Co. for the Pittsburgh Commission for Industrial Expansion.

Conneaut Lake, Pa.—The Conneaut Lake Roller Mills will feed their new Blue Streak Hammer Mill with a Nickle Crusher that is equipped with variable flow control.

Bedford, Pa.—Complete feed mill equipment has been installed by the Bedford Feed Co. in its building erected a few years ago, and a full line of feeds will be manufactured by the company.

Wilkes-Barre, Pa.—After a long illness, John B. Yeager, well-known grain and feed merchant of this city, died recently. He was manager of the Hancock Co., of Philadelphia, for many years before going into business for himself.

Howard, Pa.—The old high school, with railroad siding, has been purchased by Thomas Stoltz, who is installing feed, mill equipment, replacing his recent fire loss, caused by lightning, as reported in the Sept. 9 Journals. Mr. Stoltz operates as the Howard Milling Co.

SOUTH DAKOTA

Murdo, S. D.—The Murdo Elevator Co. sustained smoke damage to its stock on Sept. 17 from fire in the commercial section.

Canistota, S. D.—The Shanard Elevator Co. is having R. W. Oglesby install a direct loading spout and make other minor repairs.

Langford, S. D.—The old Langford Flour Mill, erected many years ago, has been razed and the material will be used elsewhere.

Brookings, S. D.—Fire, reported as caused by friction of a stone against a metal grain chute, burned a small amount of grain at George P. Sexauer & Sons' elevator, Sept. 21.

Scotland, S. D.—The Carlon Elevator Co.'s elevator, loaded with grain, began to sag and was two or three feet out of plumb when the company decided to move the grain to prevent a collapse of the building.

Pierpont, S. D.—The Pacific Grain Co. has re-opened its local elevator which has been closed this summer. Andy Ottum, who has been assistant at the Co-op. Elevator Co., is in charge of the elevator.

RANDOLPH GRAIN DRIERS

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THAT'S ALL
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Aurora, S. D.—On the occasion of the opening of George P. Sexauer & Son's new 35,000-bu. elevator, described in the Aug. 12 Journals, and which was recently completed by the T. E. Ibberson Co., a free lunch was served to hundreds of persons who visited the elevator.

Rapid City, S. D.—The Burke Grain Co., brokerage concern, has installed quotation boards in its offices in the Alex Johnson Hotel, showing quotations on the Chicago Board of Trade markets and the New York Stock Exchange. The quotations are received by teletype service.

Volga, S. D.—Geo. O. Cotton & Son have recently made some improvements on their elevator at this station, including new Calumet Grain Buckets, which were installed by R. W. Oglesby. The new Calumet Bucket is a successful type of continuous bucket of large capacity.

SOUTHEAST

Umatilla, Fla.—Feed grinding machinery has been installed in the store of the Umatilla Seed & Feed Co., J. C. Powers owner and operator.

TEXAS

Houston, Tex.—The improvements reported in the Aug. 12 Journals as contemplated by the Houston Mill & Elevator Co. are now being made and include repairs to the elevator and conveyor, a new cornmeal plant, washing machines for wheat, a new laboratory and a new drainage system around the elevator and mill.

UTAH

Logan, Utah—Fire, caused by an exploding gasoline blow torch, damaged the plant of the Central Milling Co. recently.

Salt Lake City, Utah.—Two empty grain elevators, owned by the Salt Lake Pressed Brick Co., were damaged by fire Sept. 27, to the extent of about \$50. The fire was started by boys playing with matches in an adjoining field.

Garland, Utah.—J. G. Browning, who has been in charge of the Farmers National Grain Corp.'s warehouse here for the past season, has been succeeded by William Nish, who has long been employed at the warehouse.

WISCONSIN

Shullsburg, Wis.—The Nethery Feed Mill was discovered to be on fire at 10:15 p. m., Sept. 21. Machinery and supplies, as well as the building itself, were damaged.

MILWAUKEE LETTER

Milwaukee, Wis.—A 1½-ton feed mixer has been installed in the feed plant of William G. Slugg.

Milwaukee, Wis.—The Froedtert Grain & Malting Co. is constructing a large laboratory and an extension to its offices.

Milwaukee, Wis.—The rate of interest for October has been determined by the finance committee of the Milwaukee Grain & Stock Exchange at 5%.

Milwaukee, Wis.—LeRoy LaBudde, of the LaBudde Feed & Grain Co., is reported as recovering nicely from an operation, performed at St. Marys Hospital, on Oct. 3, for the removal of a stone in the kidney.

Milwaukee, Wis.—The work being done at the malting plant of D. D. Weschler & Sons, Inc., by the Macdonald Engineering Co. comprises a 350,000-bu. addition to the present elevator, making the total storage capacity about 900,000 bus. The new storage consists of 12 bins, 21 feet in diameter, 80 feet deep, together with interspaces. Also being built in connection with the existing workhouse is a new 10,000-bu. leg for the handling of barley, a new 10,000-bu. leg for the handling of malt, additional conveyors, sacking bins, etc. The Macdonald Co. is making extensions of sacking floors, and in general equipping the elevator so that it will be adequate for the new malting capacity, as Weschler & Sons are now doubling their previous capacity.

WYOMING

Powell, Wyo.—The Loving Mill, reported in the Sept. 23 Journals as having burned, will not be rebuilt.

To Test Robinson-Patman Act

As required by the law the Federal Trade Commission has filed three complaints Oct. 1 against Montgomery Ward & Co., Inc.; Kraft-Phenix Cheese Corporation, Chicago, Shefford Cheese Co. Inc., Syracuse, N. Y.; Bird & Son, Inc., and Bird Floor Covering Sales Corporation, East Walpole, Mass.

Ward & Co. are charged with having purchased of Bird & Son floor coverings at \$3.64 each in carload lots and at \$3.82 in smaller lots, while competing retailers were charged \$4.24 each in quantities of 100 rolls or more, and \$4.85 in quantities of 15 rolls or less.

Ward & Co. are charged with having knowingly received the discrimination in price.

Section 2 (a) of the Robinson-Patman Act says "that it shall be unlawful for any person engaged in commerce * * * to discriminate in price between different purchasers of commodities of like grade or quality * * * where the effect of such discrimination may be substantially to lessen competition * * *."

Section 2 (f) of the Robinson-Patman Act, under which the complaint against Ward & Co. was issued, says "that it shall be unlawful for any person engaged in commerce * * * knowingly to induce or receive a discrimination in price which is prohibited by this section."

The respondents are allowed 20 days from the date of service of the complaints in which to file their answers.

Com'te to Investigate Farmers National Grain Corp.

A committee composed of representatives of the regionals holding stock in the Farmers National Grain Corporation and three members of the National, ex-officio, will meet Oct. 27, to study the activities of the corporation. Any recommendations are to be submitted not later than Feb. 1.

This action was taken at the annual meeting Sept. 22, on account of the unsatisfactory state of the National's finances.

In the last few weeks the National has released 18 employes of the Kansas City branch.

W. C. Engel, general manager of the National, gave out the following statement after the meeting:

"Marketing factors brought about largely by the short crop, bringing losses to many cash handlers of grain, exhausted the capital of the corporation and made refinancing necessary. Last year it was impossible to adjust our facility and other fixed expense items to meet conditions brought about by the short crop. Because of the severe drouth, the outlook for this year is not especially encouraging, but it is gratifying to know that because of recent arrangements made with F. C. A. we will not have to operate under the facilities and debt load we carried last year. We can adjust operations

to volume and the results should be satisfactory."

Instead of \$3,000,000 subscriptions to new stock the Government has reduced the requirement to \$2,000,000 to make the new refinancing effective; and \$1,900,000 has been subscribed by the regionals.

Grain Imports

Chicago, on Sept. 28, received 97,000 bus. corn from Collingwood, Ont.

Corn from Argentina is being moved by barge from New Orleans to Peoria.

Philadelphia received 260,000 bus. and New York 80,000 bus. of Argentine corn, Oct. 3.

Corn from Argentina is being shipped by the Cargill Grain Co. from Albany, N. Y., to Chicago.

A shipment of about 52,000 bus. of Chilean oats was received at New York and this grain was offered from local stocks at 65c.

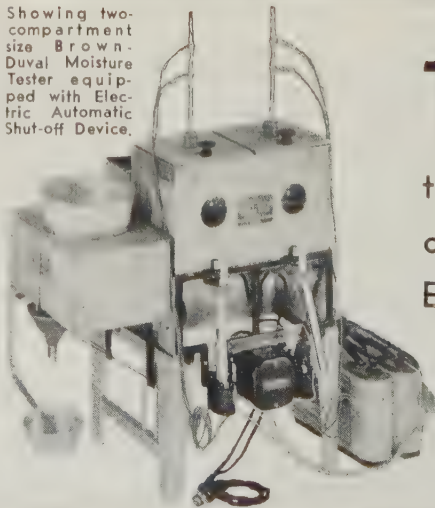
Three boats left Montreal Oct. 8 with 267,000 bus. Argentine corn for Buffalo, with subsequent movement to Chicago contemplated.

Arrival of 9,000 bus. of Polish barley were reported at New York, while about 290,000 bus. of Canadian barley came in at Buffalo and Duluth.

An Argentine corn cargo of 7,500 tons on the British steamer Ramilles was unloaded, 3,500 tons at Portland, Ore., and the remainder, Oct. 1, at the Great Northern Elevator, Seattle, Wash.

Fort William, Canada, recently made the following shipments: Soodoc for Milwaukee with 280,000 bus. of barley, Prindoc for Duluth and Superior with 105,000 bus. of wheat and 92,000 bus. of barley. Vandoc for Milwaukee and South Chicago with 110,000 bus. of wheat and 140,000 bus. of barley, Bricoldoc for Toledo with 170,000 bus. of wheat and 98,000 bus. of oats, Laketon for Buffalo with 136,000 bus. of wheat and 144,000 bus. of barley, Royalton for Buffalo with 342,000 bus. of wheat, Mathewston for Buffalo, wheat; A. D. MacBeth for Toledo, 219,000 bus. of barley; Winona for Superior, 125,000 bus. of barley; Westmount for Buffalo, 353,000 bus. of wheat; Bayton for Buffalo, 240,000 bus. of wheat; Ashcroft for Buffalo, 282,000 bus. wheat; Emperor for Buffalo, 195,000 bus. wheat and 1,000 tons screenings; Anna C. Minch for Buffalo, 227,000 bus. wheat; Riverton for Buffalo, 180,000 bus. wheat and 86,000 bus. barley; Thordoc for Superior, 120,000 bus. wheat; Calgadoc for Duluth and Superior, 110,000 bus. wheat; Soodoc to Duluth and Superior, 190,000 bus. wheat, 71,000 bus. barley; Canadoc to Buffalo, 231,000 bus. wheat; Farrandoc to Milwaukee, 118,000 bus. barley; Windoc to Erie, 24,000 bus. wheat.

Showing two-compartment size Brown-Duval Moisture Tester equipped with Electric Automatic Shut-off Device.



THANKS to all those attending the Grain and Feed Dealers Association Meeting, for the interest shown in our exhibit of Complete Grain Testing Equipment.

SEED TRADE REPORTING BUREAU

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The National Grain Trade Council

By W. B. LATHROP, Kansas City, Mo., Chairman, before Grain & Feed Dealers National Ass'n

The "Council of Grain Exchanges" was organized back in 1909 by the Grain Exchanges of the country, feeling the need of co-operative work along many lines, including practically every exchange in the country. It had numerous committees charged with different responsibilities: Crop Improvement; Transportation; Legislative; Educational; and probably other special committees of which I have no record. This organization functioned until 1919. In July, 1920, the exchanges again got together and organized the "General Grain Com'ite" which in substance carried on the labors of the old "Council of Grain Exchanges." While there have been changes in the name, the present National Grain Trade Council is designed to carry on and expand the activities which these old organizations conducted.

The greatest individual effort of all of these committees has been in connection with legislation. These prior organizations represented the exchanges as a whole in legislative matters; made many appearances before Congressional Committees, and held innumerable conferences with different governmental departments in any number of instances to the great benefit of the exchanges.

The outstanding feature of this history is that while in at least three instances since 1909, for one reason or another, the exchanges have disbanded their central organization, in every instance within a very few months the necessity of co-operative action arose and a new organization was started.

It is our hope that we have in the by-laws of the National Grain Trade Council ironed out some of the fundamental weaknesses of prior organizations, and that the National Grain Trade Council may endure for many years with benefit to the exchanges and the grain trade as a whole.

The trend of modern business in every line has been toward co-operative action in all matters where a common agreement can be reached. The petroleum industry maintains the American Petroleum Institute for consideration of the problems of the oil interests of the country as a whole; the flour millers, the steel companies, the sugar companies, and, in fact, almost every line of business have realized the necessity of co-operative effort and have perfected organizations to make unified action possible.

To quite an extent, as I see it, these are the functions of the Grain and Feed Dealers National Ass'n; it is not the purpose or intention of the National Grain Trade Council to usurp or encroach upon or take over any of the functions or activities of the Grain and Feed Dealers National Ass'n in any way. As you know, the Grain & Feed Dealers National Ass'n is a member of our Council and represented on our board of directors by your former president, George E. Booth. On the other hand, the grain exchanges of the country have many problems peculiar to themselves which for the best interests of all require concerted action, and it is in these problems directly affecting the interests of the exchanges of the country that we expect to find our most important field of activity.

Washington Office.—In the first instance, all business seems to be more or less centralized around Washington at the present time. The many different federal bureaus and other administrative agencies, issuing rulings and regulations vitally affecting our business, demand that accurate information reach the trade immediately of all such actions. For this purpose and to assist individual exchanges in governmental contacts we maintain a Washington office in charge of a very capable, experienced man, Mr. Edgar Markham.

Illustrating the need of this close Washington contact: Only a few days ago regulations were issued by the Secretary of Labor, under authority of Public Act 846, 74th Congress, which in substance provides that every concern securing a government contract involving \$10,000 or more must comply with certain regulations as to hours of labor, minimum wages, and most of the things that the N.R.A. sought to accomplish. In the grain business this, of course, isn't as vital as in some other businesses, but at that, a good many government contracts are made for feed supplies at the various army posts and these regulations are bound to be of importance to anyone putting in a bid for such contracts.

Last week a proposed change in the corn standards was made public—What should be the position of the exchanges? When the Federal Trade Commission submits its report to Congress covering the handling of wheat, joint action may be necessary by the exchanges.

We have another very serious interest in Washington. That is, the Commodity Exchange Act. This Act is under review by the courts at the present time and it may be declared unconstitutional, but pending the final declaration

by the Supreme Court many regulations will probably be issued by the Commodity Exchange Administration under the provisions of the Act. It seems to me that an organization such as the National Grain Trade Council, speaking in behalf of its membership, can make a much more effective and forceful presentation than could exchanges individually when regulations of a detrimental character are proposed.

Cash Grain under Commodity Exchange Act?—Of greatest concern to us now in connection with this Commodity Exchange Act is the fact the language of the measure is broad enough to permit of an interpretation bringing the cash grain business of the country under the jurisdiction of the Department of Agriculture and subject to practically the same regulatory provisions as the future markets. Probably we need not anticipate regulatory provisions to control our trade in cash grain until after the regulations covering future trading are worked out in much more detail than they are at present, but within a year's time I believe it safe to assume that we are going to have to meet regulatory provisions covering our cash grain business, unless, of course, in the meantime the law has been declared unconstitutional.

There is a feeling in Washington right now that the administration of the Commodity Exchange Act should be transferred to the Securities and Exchange Commission or a new non-partisan commission be established. What action should the exchanges take?

I believe a few years ago the Sec'y of Agriculture by regulation cut the commission charges on the handling of livestock to a point where the livestock commission business was very badly hurt. Regulations of a similar nature affecting the cash grain trade would certainly be a problem peculiar to the grain markets, whether future grain markets or simply handlers of cash grain, and I am sure a unified opposition would be a great deal more effective than a piecemeal one.

The Robinson-Patman Act may have a very considerable interest to members of the various Grain Exchanges of the country; also, questions of taxation, and numerous other matters.

Passing from the legislative phase of our activities I can visualize where our Council will be of great value to its members in other ways. Right at the moment the question of who pays for grain doors on cars loaded at terminal markets is before the interstate commerce commission on individual presentations made by different exchanges, individual briefs, etc. Matters of this kind probably could be handled much more effectively thru an organization such as ours. There are other transportation problems of a National character which from time to time arise. The question of demurrage rules, penalties for transit stops, and matters of that kind. Another big field is the question of truck competition. Down in Kansas City we realize that this movement of grain from farms to consumers by itinerant truck merchants has made serious inroads into the established grain business. It is something that the exchanges might very well consider through the agency of our Council in consolidating legislative efforts to be supported by grain exchanges in their respective states.

Public Relations.—The larger exchanges maintain public relations committees, functioning very actively and doing splendid work in educating the public to the value of our system of merchandising and handling grain. With more uniformity in the type of work done, and the wider coverage which might be possible thru the agency of our Council, a very material benefit to all Exchanges and possibly very substantial savings as compared with the cost of individual efforts now being put forth could easily result.

We have other questions as well. The question of grain standards which is a recurring one.

Recently the purchase of seed was announced in the northwest with rank discrimination and injustice shown the private grain trade in methods of buying and storing. At times governmental buying for relief purposes is quite a factor, and this is only one instance.

The Council can unquestionably represent the grain Exchanges in a way that its individual members cannot, and also supplement in other cases the individual activities of the Exchanges more effectively.

I have only given you a brief outline of my conception of the functions of the Grain Trade Council and of some of the matters that it might properly act upon.

I want it understood I have given you only my personal ideas. Any action taken by the Council must be authorized by the Board or Executive Committee.

The Trade Council consists of the following organizations: Buffalo Corn Exchange, Duluth Board of Trade, Grain & Feed Dealers National

Ass'n, Kansas City Board of Trade, Merchants Exchange of St. Louis, Milwaukee Grain & Stock Exchange, Minneapolis Chamber of Commerce, Omaha Grain Exchange, Peoria Board of Trade, and Terminal Elevator Grain Merchants Ass'n.

It is our very earnest hope and desire that the other exchanges of the country, realizing the benefits to be obtained from membership in the organization, will join with us. Under our by-laws any organized grain exchange in the country is eligible to membership and can be elected by the Board of Directors. The annual dues are \$200 and supplementing these dues the Board of Directors allocate the expense of the Council not covered by dues among the various exchanges in as just and equitable a manner as they can; of course, the more Exchanges that belong to our organization the smaller the pro rata of expense will be and the greater its effectiveness.

Our by-laws have been written with a very definite idea in mind that no single Exchange should dominate policies or in any way secure control. The limit on the directorate from any one market is two. Every organization joining is entitled to one membership on the board of directors regardless of their pro rata share of the expense.

In conclusion it is our sincere desire to represent the industry fairly and fearlessly with full cognizance of the variance in practices as between markets and regions. In this effort it is hoped that our Council expand its membership to take in every grain exchange in the country into a single agency for united action.

The Golf Contest

Despite the cold, bleak day (snow fell at noon) the many valuable prizes displayed lured 27 golf enthusiasts out to the well trapped fairways of the beautiful Blue Mound Country Club.

The annual Golf Tournament under the efficient direction of H. W. Ladish and John Haertel tempted the Knights of the Lynks with the following array of coveted prizes all donated by the Milwaukee Grain & Stock Exchange:

A radio; A toastmaster; A golf bag; A dressing case; A gladstone; An electric coffee maker; A silver tray; A smoking stand; An electric clock; An electric casserole; A billfold set (zipper) and key case; A brush and set; Two sets of golf balls and A set of caps for golf clubs.

The 15 winners were delighted. C. A. Geiger, of St. Joseph, Mo., won the cup with the low gross of 82.

The 15 prizes were won by: H. Clay Johnson, of Peoria won the first choice with a low net of 79. O. E. Bast of Minneapolis won second choice with a net of 69. E. H. LeGrand, of Decatur, Ill., won third with a net of 79. J. A. Linderholm, of Omaha, won fourth with a net of 80. C. A. Geiger of St. Joseph, Mo., won fifth with a 70 net. Rees H. Dickson, of Louisville, Ky., won sixth with an 85 net. J. N. Anderson, of Buffalo, N. Y., won seventh with a 74 net. Chas. Simison of Romney, Ind., won the eighth with an 86 net. L. T. Sayre, of Chicago, won ninth with a 76 net. O. E. Auerbach, of Buffalo, got 10th with an 86 net. Phil Sayles, of Chicago, won 11th with a 76 net. Geo. E. Booth, of Chicago, won 12th with a 96 net. Geo. LaBudde, Milwaukee, won 13th with a 77 net. P. H. King, of Chicago, took 14th with a 77 net and C. C. King, won 15th choice with an 85 net.

From Abroad

When France last devalued the franc the radical socialists let it be known they would ask the government to increase the wheat price, now fixed at 140 francs a hundred-weight.

The 1936 rye and maslin crop of the Danube Basin (Hungary, Rumania, Bulgaria and Yugoslavia) is estimated at 69,878,000 bus., compared with 61,859,000 bus. last year, and with an average of 66,595,000 for the five years ended with the 1934 crop, according to Agricultural Attache L. H. Michael in Belgrade. The export surplus from the 1936 crop is placed at 5,511,000 bus., compared with 4,921,000 in 1935-36.

Grain Carriers

The Pacific Coast Shippers' Advisory Board will meet at the Biltmore Hotel, Los Angeles, Cal., Oct. 23.

Cars loaded with grain and grain products during the week ended Sept. 26 totaled 33,674, against 39,198 during the like week of 1935, as reported by the Ass'n of American Railroads.

The C. & N. W. R.R. Co. has petitioned the Interstate Commerce Commission for authority to abandon 21.4 miles of line between Manning and Harlan, Ia., and for approval of use of trackage rights over the parallel Chicago Great Western.

Opposition to government ownership of railroads, with its wide-spread consolidations and political interference with jobs, was voiced at the eighth triennial convention of the Brotherhood of Locomotive Engineers in session recently at Cleveland.

The Interstate Commerce Commission has canceled tariffs proposing increased rail rates on grain, grain products and related articles from points in Texas and New Mexico to stations on the Louisiana and Arkansas railway between Baton Rouge and New Orleans. The tariffs have been under suspension since May 3.

Roads recently added to the list of those carrying feeds at reduced rates to drouth areas are Central California Traction Co.; Des Moines & Central Iowa; Ft. Dodge, Des Moines & Southern; Missouri and Arkansas; Montana Western; Oklahoma Railway; Quanaah, Acme & Pacific; Sacramento Northern; Texas Electric; Texas Mexican; Tidewater Southern.

John E. McCurdy, traffic manager for the Poultry Producers of Central California, San Francisco, says: "Even if the truck rates are established on a high level, the rail carriers do not feel that they should raise their rates, particularly on farm products, as much testimony has been introduced at these hearings to show that large grain and feed operators will go into the trucking business as private carriers if the rates on grain and feeds are established on a higher basis generally than 1c per ton per mile."

Washington, D. C.—The Ass'n of American Railroads on Oct. 1 announced that special com'tes have been at work for weeks on a general adjustment of freight rates that the Interstate Commerce Commission will be asked to approve before the existing emergency surcharges expire Dec. 31.

Transcontinental lines have approved a proposal for establishment of a rate of 62 cents on alfalfa meal in carloads of 50,000 pounds when moving from the Pacific coast to group D and E and 55 cents to group F and west; also approved a rate of 62 cents on alfalfa meal from the Pacific coast moving thru gulf ports to Charleston, Miami, Jacksonville and Tampa.

At the Sept. 16 hearing by the Interstate Commission on truck regulation T. B. O'Brien of the Teamsters' Union asked that the commission make a rule requiring a helper to ride on the rear end of trucks to warn the driver of adverse traffic conditions. He wanted the owners and not the driver to be licensed by the commission, sensing that it might be a federal offense to prevent a federal licensed non-union driver from working.

The carriers are filing tariffs to make effective Oct. 7, 1936, the cross-town switching rate of 1 cent per 100 lbs. for the Kansas City market. It will apply only to traffic between points in Kansas, or between points in Kansas and points in Missouri, but will not apply between industries located in Missouri. The Missouri state movements will be subject to the 1c rate on and after Oct. 17.

The Interstate Commerce Commission has vacated the suspension of cancellation of transit privileges in I. & S. Docket No. 4187. By this action the cancellation will be effected of transit at Nashville, Chattanooga and other Tennessee points, and Rome, Atlanta and Dalton, Ga., on grain and grain products originating at or moving through New Orleans and Mobile, when destined for points in Georgia and Florida.

The Illinois Motor Truck Operators Ass'n and the Truck Drivers Union have signed a fixed wage agreement involving 150 highway trucking contractors and 2,500 members of the union. The union agrees not to involve itself in strikes of any organization not affiliated with the truck drivers' union. Disputes are to be submitted to a committee of three, two representing each of the two groups, and a third person mutually agreeable to each.

The new U. S. Maritime Commission, consisting of the following presidential appointees, Henry A. Wiley, retired rear admiral; Harry G. Hamlet, former coast guard commander, and Geo. Landick, Jr., of the treasury department, will have practically unlimited authority over shipping interests that accept subsidies. The Commission will audit their accounts and snoop into all books and records. Why accept subsidies?

Lower rates on imported flaxseed are proposed by the southern ports foreign freight com'te. The proposed rates which are not to include handling or elevator charges at the gulf ports are as follows: to Atchison, Kan., 24½ cents; Council Bluffs, Iowa, 27 cents; Fredonia, Kan., 24½ cents; Kansas City, Mo., 24½ cents; Leavenworth, Kan., 24½ cents; Lincoln, Neb., 27 cents; Nebraska City, Neb., 27 cents; Omaha, 27 cents; St. Joseph, Mo., 24½ cents; South Omaha, 27 cents.

The Inland Navigation Co. proposes operation on the Willamette, Columbia and Snake rivers, between Portland, Ore., and Lewiston, Idaho, a river distance of about 380 miles. The company plans to build a steel power boat of semi-barge type with tanks to carry 600 tons of liquids below decks and freight compartments of equal capacity for bulk grain and other commodities above the main deck. Despite strong opposition by the railroads, the Interstate Commerce Commission has granted the company a certificate of public convenience and necessity under which thru routes and joint rates can be established on grain and other products. The Tacoma Chamber of Commerce fought the proposition, believing it would divert wheat away from Puget Sound, which is one reason the members refused an offer of \$140,000 in federal funds toward the construction of a wheat elevator.

Exchanges Lose Grain Door Complaint

Examiner R. G. Taylor in the complaint by the terminal markets of the west and south against the charge of \$1 for "installation" of grain doors, has made a report finding unreasonable a charge of \$1 a car for installing grain doors and recommending that the Interstate Commerce Commission rule unreasonable any charge in excess of 60 cents a car where the car is fully coopered and 25 cents per car for "reloads."

The examiner holds that it is not unreasonable to require shippers to install grain doors at their own expense and that where the doors are installed by the carrier, the latter is entitled to a reasonable charge for the service rendered. Present rules designed to prevent wanton destruction of carrier property are upheld, with modifications, by the examiner. He also holds that it is not unreasonable, where the shipper installs the grain doors, to require him to inspect the cars, sweep them and make minor repairs. The report declares that it is not unlawful to require the shipper to make prior arrangements for the service where he desires the carrier to cooper cars for bulk-grain loading.

The disputed items of the tariffs which became effective July 1, last year, are summarized as follows:

The initial road-haul carrier will furnish the grain doors or lumber necessary as door barricades in connection with shipments of grain, grain products, seeds, and other articles taking the same rates, in bulk in car loads.

The grain doors or lumber furnished shall be installed by the shipper or his agent and at his expense, but the railroad will act as shipper's agent and perform the installation service at specified terminal points at a charge of \$1 per car where prior arrangements for the service are made with the carrier covering a specified period of time.

When the consignee or his agent, where cars are unloaded, appropriates or destroys the grain doors or lumber, a charge of \$1 per grain door or \$5 per side or end doorway of a car for lumber used in lieu of grain doors will be made.

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Supply Trade

Minneapolis, Minn.—Hill Shepardson, local manager of Products Protection Corp., has moved his offices to 820 Flour Exchange.

Chicago, Ill.—The Nicholson Company will open an office in the Chicago Board of Trade Building October 21, to expedite construction operations in the midwest.

Muncy, Pa.—H. N. Vredenburg, for the past 23 years connected with Sprout, Waldron & Co., has taken over the sale of Buckeye Diesel Engines, and will also represent Robinson Mfg. Co. in northern Pennsylvania, and all of New York, east and northeast of Rochester.

Springfield, O.—The Duplex Mill & Mfg. Co. reports an active demand for its feed mill equipment, which is described in complete detail in the new catalog recently issued by the company. A copy of this catalog will be sent Journal readers who write the company.

Chicago, Ill.—The Fairbanks-Morse Model 32E Diesel engine is described in detail in the new F-M bulletin 3200-E3. Journal readers who are interested in the working features and functions of the various parts of this engine should send for a copy of this bulletin.

Minneapolis, Minn.—Walter A. Bellis, for more than 20 years prominent in the scale industry in this section, died recently following a paralytic stroke. For the past twelve years he was connected with Fairbanks, Morse & Co., and previous to this he was with Howe Scale Co.

Nappanee, Ind.—The drouth put a stop to a lot of contemplated elevator improvements. But the postponement of needed repairs will insure more work for elevator builders next year. I expect to go in the elevator machinery supply and scale business next spring.—Chris Wickey.

Ithaca, N. Y.—The Morse Chain Co. has just issued a very attractive catalog of silent chain drives, roller chain, couplings and sprockets which it carries in stock ready for immediate shipment. Readers of Grain & Feed Journals can obtain a copy of this catalog by writing the company.

New York, N. Y.—Conrad C. Johnson has been appointed manager of the Insecticide Department of Innis, Speiden & Co. Mr. Johnson has spent a large part of his four years with the company working on insect problems in grain elevators. He plans to continue active contact with the trade as far as time permits and to maintain familiarity with the latest fumigation practices.

Delavan, Ill.—Superior Scale Co. reports the sale of its Soweigh Scales to the following: A. B. Puterbaugh Grain Co., Milledgeville, Ill.; Hinckley Grain Co., Hinckley, Ill.; Elwin Farmers Elevator Co., Elwin, Ill.; Moultrie County Grain Ass'n, Cadwell, Ill.; Ringle & Co., Cambridge, Ill.; Sullivan Grain Co., Sullivan, Ill.; Lostant Grain Co., Lostant, Ill.; C. A. Crane, Dillsbury, Ill.

Schenectady, N. Y.—Orders received by the General Electric Co. during the third quarter of 1936 amounted to \$74,922,441, compared with \$54,400,819 during the third quarter of 1935, an increase of 38%, it was announced recently by Pres. Swope. Orders received during the nine months amounted to \$211,891,038, compared with \$158,943,765 during the nine months last year, an increase of 33%.

Newark, N. J.—H. W. Swanson has been appointed sales representative of the Clo-

trate Division of Health Products Corp. Mr. Swanson has been identified with the feed industry for nearly twenty years. His work in recent years has dealt primarily with nutritional problems, particularly the part vitamins play in poultry and livestock feeding. He previously served as Vice Pres. and Gen. Mgr. of Vy Lactos Laboratories. The major part of Mr. Swanson's career in the feed industry has been spent with the Quaker Oats Co., with whom he was connected for a period of fourteen years.

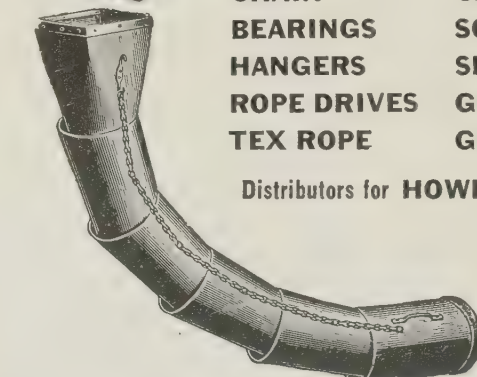
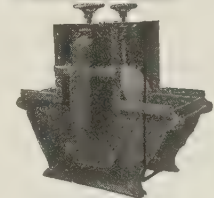
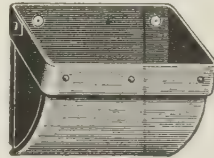
The far reaching effects of the Walsh-Healy act, pertaining to government contracts, was pointed out recently by the Chicago Furniture Manufacturers' Ass'n in a summary of the act prepared by Byron M. Getzoff who pointed out that the notorious "blacklist" provision of the act provides that any manufacturer who breaks any representations as to minimum wage, maximum hour, child and convict labor and safe work-

ing conditions as set by the secretary of labor, will have his name distributed to all purchasing agencies of the United States and no contracts shall be awarded to these persons for a period of three years.

Wilmington, Del.—The R. & H. Chemicals Dept., E. I. du Pont de Nemours & Co., Inc., announces the acquisition of the rights to manufacture and sell the Reid Generator, which is specifically designed for the efficient, economical production of hydrocyanic acid gas from sodium cyanide for fumigation of feed and flour mills and other grain handling plants. Thru the use of this generator it is claimed it is now possible to carry out either localized or complete fumigations from outside the structure. No new parts or other equipment are needed. The structure does not have to be piped or otherwise equipped for the introduction and distribution of the fumigating gas. Nobody has to be in the structure at any time during the fumigation.

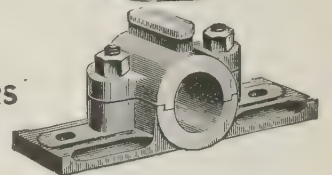
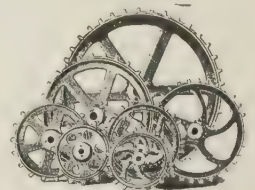
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Field Seeds

Carmel, Ind.—The Foster-Kendall Co. has erected a 2-story brick warehouse and office.

Dr. A. F. Miller of "Herbae Mira" fame was jailed recently in Wisconsin for 30 days.

Fort Madison, Ia.—Fred A. Saar of Saar Bros., seedsmen, died Sept. 5, aged 74 years.

Rochelle, Ill.—The Rochelle Grain & Seed Co. has leased the Rochelle bldg., to expand its business.

Louisville, Ky.—The Bunton Seed Co. is adding a 2-story building costing \$8,000 to double its floor space.

Downey, Ia.—A building for drying and handling seed corn will be erected by the Hybrid Seed Corn Co.

Valley, Neb.—Jas. Allen has purchased the seed house operated for many years by C. H. Coy and son, Lawrence.

Libertyville, Ill.—L. A. Huebsch & Son are installing improved seed drying equipment in their seed house.

Maynard, Ia.—A seed and feed business will be established by the Maynard Co-operative Commission Co.

Portland, N. D.—Christ Knudson, formerly engaged in the seed business here, died Sept. 23 at Minot, aged 79 years.

Brandon, Man.—J. A. Young, manager for A. E. McKenzie Co., died Sept. 23 in the General Hospital, at Winnipeg.

Tippecanoe City, O.—The Saunders Seed Co. has installed an elevator purchased of the Sidney Grain Machinery Co.

Rocky Ford, Colo.—The R. H. James Seed Co. has installed a new seed cleaner and a seed elevator invented by H. D. and Francis Clute.

Springfield, Mo.—Seed handling equipment will be installed by the Lipscomb Grain & Seed Co. in its concrete and steel warehouse and mill.

Shenandoah, Ia.—The Henry Field Seed Co. has installed a large new cleaning mill and new steel bins to hold the cleaned seed, tripling the former capacity.

Clarksburg, Cal.—Fire destroyed the warehouse of the Ferry-Morse Seed Co. at Central Station, four miles west of Clarksburg. Several thousand dollars' worth of seeds and much valuable machinery were destroyed.

The sweet clover crop this year is likely to be about one-third smaller than the small crop of 1935. The carryover is believed to be the smallest in a number of years. The acreage for seed this year was fully as large as 1935, but yields were drastically reduced by drouth and grasshoppers.—Iowa State College.

Directory

Grass and Field Seed Dealers

CRAWFORDSVILLE, IND.
Crabbs, Reynolds, Taylor Co., clover, timothy.

GREEN SPRINGS, OHIO
The O & M Seed Co., seed merchants.

PAULDING, O.
Stoller's Seed House, wholesale field seeds.

ST. LOUIS, MO.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.
Scott, T. Maurice, field seeds, carlot originator.

SAULT STE. MARIE, MICH.
Soo Terminal Co., grass, flax, peas.

SIOUX CITY, IOWA
Sioux City Seed Co., seed merchants

Toledo, O.—The wholesale seed business of Henry Hirsch, who died recently, has been incorporated as Henry Hirsch & Sons by his two sons, Harry and Seymour.

Dyersburg, Tenn.—M. M. Hunter, sales representative of the Corneli Seed Co., St. Louis, Mo., has resigned to manage the seed department of the Pennel-Edenton Co.

Shenandoah, Ia.—J. W. Robison, official seed analyst of the Iowa Dept. of Agriculture, has taken charge of seed analysis and hybrid seed growing for the Henry Field Seed Co.

Colorado Springs, Colo.—The 15th annual Colorado Pure Seed Show will be held here Nov. 16 to 21, according to an announcement by Pres. H. R. Lascelles. The Colorado Seed Growers' Ass'n will meet at 8:30 a. m., Nov. 20.

Albion, Neb.—A seed business will be included in the activity of the Albion Hatchery, Inc., organized with \$21,000 capital stock and Wm. H. O'Mara, pres., Annis Taylor, sec'y-treas.

Scottsbluff, Neb.—The Tri-State Seed Co. is expanding its business with headquarters here to serve the North Platte valley. The business established many years ago at Crawford will be continued, but Mr. W. I. Lyons and family will remove from Crawford to Scottsbluff, Walter Iossi succeeding him as manager of the Crawford plant.

Sudan-grass seed production in the United States this year is expected to be slightly less than half the record 1935 crop of 55 million pounds, reports the bureau of agricultural economics. Texas production is indicated about one-third smaller than last year; New Mexico, less than one-third; Kansas and Colorado, "much smaller"; California, one-fourth of 1935.

Spokane, Wash.—Building up the milling quality of inland empire wheat is among the principal research objectives in experiments now under way at Washington State college, Pullman, Wash., the Pacific district of the Ass'n of Operative Millers was told at the opening of their convention here. Dr. E. G. Schafer, head of the agronomy department of the college, related work under way that was increasing rust-resistance in a number of varieties of wheat, with the results apparently so promising that definite improvement of much importance to the future of farming was expected. J. J. Ross of Portland, Ore., dwelt on the need of modern cleaning machinery as one of the first requirements in milling operation.—F. K. H.

Protect Seed Corn from Rot

Because of the necessity of early field-selection of seed corn this year, picked seed will be carrying considerable moisture and will be readily susceptible to dry rot. Drying is the most important factor in checking the development of organisms responsible for this disease, says Dr. R. H. Porter, head of the Seed Laboratory at Iowa State College.

Dry rot may attack corn either internally or externally, depending upon the time of infection, moisture content and resistance of the kernels, and the temperature and humidity of the atmosphere during and after the infection. It is not uncommon in some years to find 10 to 20 per cent of the seed corn of Iowa so infected. The best method of drying is to use forced ventilation with hot air at a temperature of 100 to 110 degrees F.

Seedsmen and Patman Act

At the special meeting of the American Seed Trade Ass'n, held Oct. 3 at the Palmer House, Chicago, members were told by Curtis Nye Smith, Ass'n lawyer, that seedsmen are not accountable under the act for their intrastate sales.

New Trade-Marks for Seeds

The Caldwell Seed Co., Evanston, Ill., has registered the word "Permalawn" as trademark No. 381,332 for lawn seed.

Howard E. Bagnall, Kansas City, Mo., has registered the word "Festival" as trademark No. 379,177 for farm, corn and lawn seeds.

The O. M. Scott & Sons Co., Marysville, O., has registered the word "Scott's" in an oval as trademark No. 379,976 for field, garden and grass seeds.

Robert H. Alexander, Scott, Ark., has registered the words "Land's End Plantation Seeds" as trademark No. 378,542, for farm and garden seeds.

Storing Seed Corn

How seed corn selected this fall from Indiana's drouth affected crop may be properly and safely stored is told clearly in an eight-page bulletin just published by the agricultural extension department of Purdue University.

The publication, which is entitled "Seed Corn Storage," was written by K. E. Beeson, extension agronomist, and S. A. Anderson, extension agricultural engineer, both of Purdue. It is well illustrated with pictures of various types of storage houses and facilities.

As a summary, the specialists gave the following points as essential for consideration for proper storage: First, selection of the seed from the field before low temperatures have damaged the germ. Second, protection of the harvested seed from freezing temperatures until it has dried down to not more than 14 per cent moisture. Third, rapid drying of the seed corn to the 14 per cent moisture content. And, fourth, storage of corn under such conditions that it is not subject to damage from moisture, storage molds and rots, insects, and rodents.

"Losses due to slow drying and consequent high moisture content during early sub-freezing temperatures and cold waves," the specialists state in the new bulletin, "such as occurred in the winter of 1935-36, can be avoided by storage conditions that make for quick drying of corn in the fall and protection against low temperatures."

Seed Movement in September

Receipts and shipments of seeds at the various markets during September, compared with September, 1935, in bushels, except where otherwise noted, were as follows:

	FLAXSEED		Shipments	
	Receipts		1936	1935
Chicago	37,000	150,000	35,000	98,000
Duluth	197,776	1,116,635	169,226	199,140
Ft. William	161,422	16,208	28,715	28,650
Milwaukee	99,912			
Minneapolis	10,000	3,165,440	183,920	134,200
Superior	164,484	966,093	1,317	912,645
	KAFIR AND MILO			
	Receipts		1936	1935
Hutchinson	1,300	16,900		
Kansas City	67,200	35,000	28,800	18,000
St. Louis	19,700	15,400	2,600	5,600
Wichita	18,200	3,900	13,000	1,300
	CANE SEED			
	Receipts		1936	1935
Ft. Worth	4,400	1,100		
Kansas City	2,800	1,400	600	
	SORGHUMS			
	Receipts		1936	1935
Cincinnati		4,200		
Ft. Worth	107,800	112,000	113,400	47,600
	CLOVER			
	Receipts		1936	1935
Chicago, lbs.	165,000	40,000	108,000	40,000
Milwaukee, lbs.	34,028	48,263		65,115
	TIMOTHY			
	Receipts		1936	1935
Chicago, lbs.	1,273,000	7,364,000	857,000	4,849,000
Milwaukee, lbs.	958,710	2,045,847		83,805
	SOYBEANS			
	Receipts		1936	1935
Chicago, bus.	93,000	24,000	90,000	
St. Louis		3,000		
Toledo, bus.	4,800			

Seedsmen and Patman Act

Curtis Nye Smith, of Boston, Mass., for many years legal adviser of the American Seed Trade Ass'n, gave the special meeting of the Ass'n at Chicago a very complete analysis of the Robinson-Patman Act, from which the following is taken:

The principal problem of seedsmen under the Robinson-Patman Law approved June 19, 1936, is the legality of "price differentials." There are other issues of real importance raised by this law but they can be somewhat easily answered if we can settle the main question of how the seedsmen can legally give price differentials to his customers.

Functional differentials being permitted, the seedsmen may quote differential prices to different legitimate classes of buyers irrespective of quantity sold, or, as we shall soon hear, without regard to due allowance in differing cost of production, sale or delivery. What are such classes may not perhaps be determined without careful consideration. Classes naturally and historically justified are producers, wholesalers and retailers. Can we go beyond these classes and list canners, pod-picking companies, market gardeners, chain stores, voluntary groups of retailers, or wholesalers, department stores, mail order houses and other quantity buyers of seeds, each as a class non-competitive with another class and hence entitled to discriminatory prices?

It is true, is it not, that the apparent cause of price differentials to these last mentioned buyers is quantity purchases, just as we find in quantity discounts of the National Biscuit case? If any of these aforesaid doubtful classes are functionally in competition with another group of buyers for resale it would seem that discrimination in price due to volume purchases, unless premised on a due allowance for difference of cost of production, sale or delivery, attacks the evident object of this law and is not allowed.

The true test of justification for these classifications must be, in my opinion, the function of the purchaser, that is, to put it simply: how, if at all, does the buyer resell the commodity? It cannot be disputed, if we agree with the Supreme Court, that a retailer is not the competitor of the wholesaler, nor the wholesaler a competitor of the manufacturer (producer) or the jobber. Indeed, the Supreme Court has laid down some elaborate rules as to what constitutes retailers and wholesalers. Therefore it seems necessary for the seedsmen to inquire what is the commercial function of the purchaser before granting price differentials based on volume of purchases unless, always be it said, the vendor can justify the differential on a difference of cost of production, sale or delivery.

It is also a difficult problem for the vendor of seeds to determine the price differentials in sales to a customer who is both a wholesaler and a retailer. The risk being on the vendor, he should make proper inquiries and arrangements.

as he can, to protect his sales against the charge of unlawful discrimination.

Seedsmen will undoubtedly be confused by the concluding words of the last quoted phrase of the law, namely, that discriminations are forbidden which injure a purchaser, or "the customers of either of them."

The debates in Congress on this phrase are either absent or singularly devoid of clarity.

Your counsel is of the opinion that this prohibition is intended to apply to the following situation and no further. If a seed grower sells to two wholesalers seeds of like grade and quality but at a price which is unlawfully discriminatory, it may indeed be true that the two wholesalers may not compete in selling to retailers, but the retailers may be in competition and actually suffer by the price discrimination of the original sale.

It must be understood, however, that the right of recovery of damages or of prosecution against the original seller under this Patman law demands that the secondary as well as the primary buyers be in competition and that the commodity comes from the same source of distribution. This provision does not add to the responsibility of the original vendor of the seeds if, as heretofore advised, he has refrained from an unlawful discrimination in the initial sale.

Summary

1. Price differentials of seeds of like grade and quality sold in interstate commerce are permitted:

(a) In sales by retailers to consumers.
(b) In sales to non-competitive classes of purchasers for purpose of resale.

(c) In sales where different methods or quantities sold or delivered to the favored customer create accountable savings in the cost of production, or sale, or delivery because of such different methods or quantities.

(d) Where in certain areas a price different from prices charged in other areas is necessary to meet a competitive price.

(e) Where price changes are necessary to meet changing conditions affecting the market for or the marketability of the seeds such as, but not limited to, actual or imminent deterioration of perishable seeds, obsolescence of seasonal seeds, distress sales under court processes or sales in good faith in discontinuance of business in such kinds, varieties, etc., of seeds.

2. Price differentials are permitted in respect to seeds varying in grade or quality.

3. For any reason at all a merchant or producer may decline to sell to any one or to any class of customers.

4. Except under terms and conditions hereinabove stated in 1 and 2 above, sales of seeds in interstate commerce are made unlawful by this Patman law:

(a) Where there is a discrimination in price not permitted by this law.

(b) Where the vendor directly or indirectly pays to the purchaser any sort of commission, brokerage or other compensation for effecting the sale.

(c) Where the vendor directly or indirectly pays to the buyer any consideration for services or facilities given by or alleged to have been given by the buyer unless such payments are available to all other competing customers on proportionally equal terms.

(d) Where vendor renders services or facilities to one purchaser without according same

to other competitor purchasers on proportionally equal terms.

5. The purchaser who knowingly induces or receives a discrimination in price prohibited by this law violates the statute.

Iowa Seedsmen Meet

A joint meeting of the Iowa Seed Dealers Ass'n and the Iowa Retail Seedsmen's Ass'n was held Sept. 10 at the Iowa State College, Ames, Ia.

Plans are on foot to amalgamate the retailers with the Seed Dealers Ass'n, under an arrangement to be worked out by com'tes of the two organizations.

Officers elected by the Seed Dealers Ass'n are: Pres., Wayne McMannama, Snenandoah; vice pres., J. T. Hoffer, Nora Springs; sec'y-treas., Henry Kling, Cedar Rapids.

Elevators Adopting Seed Treatment

Treating cereal seeds in wholesale quantities in elevators and mills against grain smut and minor diseases is a new development in the New York State farm picture.

The practice has long been recommended by the department of plant pathology at Cornell University, but only in the past two years have dealers adopted it on a large scale. They have found the practice profitable and a good advertising service to extend to the grower, says Professor Charles Chupp of the department.

To a milling company in Waverly, N. Y., goes the honor of pioneering in this work. Eighteen years ago the manager discussed with plant pathologists the possibility of installing seed treating apparatus. The first installation was cumbersome but it did the work, says Professor Chupp. Tests of the treated with the untreated seed were made in 13 counties; the treated showed only a trace of smut, and the untreated more than eight per cent loss.

Since then machinery has been simplified and made more effective. More than 200,000 bus. of oats and barley were treated the past winter.

According to the Cornell plant pathologist, the cost of installing apparatus is almost nothing. Many of the mills already have the necessary equipment to treat oats and barley, and extra costs are those for the fungicide and one additional elevation of the grain into treating bins.

Dassel, Minn.—The Interstate Seed & Grain Co., of Fargo, N. D., has bot the plant of the Dassel Seed Co.

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ALGONA, IA. ALBERT LEA, MINN.
NORFOLK, NEB. BILLINGS, MONT.

Feedstuffs

Tacoma, Wash.—The Wilster Co. has been incorporated here for \$25,000 to do a general business in shell and other marine products. Incorporators are Harry G. Wilcox, Wallace H. Foster and Henry A. Peterson.—F. K. H.

Decatur, Ind.—Roy N. Hall, of Chicago, will succeed D. W. McMillen as pres. of the Central Sugar Co., Nov. 1. Mr. Hall will also become executive vice-pres. of the Central Soya Co. and McMillen Feed Mills of Fort Wayne. Mr. McMillen is president of both of these concerns and will continue to direct the affairs of the companies in that capacity, and will be chairman of the board of the Central Sugar Co.

Madison, Wis.—Walter H. Ebling, agricultural statistician of the state department of agriculture, reports that 1,000 lbs. of dairy ration cost \$17.97 in August, against \$10.59 a year ago. Poultry rations cost \$19.43 for 1,000 lbs., against \$13.17 in August, 1935. The price of product has not gone up correspondingly, 100 lbs. milk buying 96.3 lbs. dairy ration now, against 115.2 lbs. a year ago; and 10 dozen eggs buying only 115.3 lbs., against 173.1 lbs. a year ago.

As a guide in substituting one feed for another, the federal livestock feed agency has given out the following comparative nutritive values of various feeds, based on corn at \$1 per bushel and 41 per cent protein cottonseed meal at \$45 per ton: Barley, 84c a bu.; oats, 50c a bu.; wheat, \$1.09 a bu.; rice, \$1.67 a bu.; kafir, \$1.84 a bu.; milo, \$1.81 a bu.; barley screenings, \$27.85 a ton; wheat screenings, \$29.80 a ton; cottonseed, \$33.90 a ton; soybeans, \$52.90 a ton.

The existing price ratio between oats and corn makes oats as a feed grain deserving of serious consideration by Iowa cattle feeders. Oats may satisfactorily supplement corn in the feeding ration up to 50 per cent or more, especially for young cattle, P. S. Shearer, in charge of animal husbandry work at Iowa State College, states. Ground oats, preferably fed with some corn, gives the best results. Oats is a safe feed to use, containing a little more protein and fiber than corn. It is hard to over-feed with oats. Soybeans may be used to supplement the proteins in a corn-oats ration.

New Trade-Marks for Feeds

The Calcium Carbonate Co., Chicago, Ill., has registered the representation of a chick and the words "Chick-Dine" as trade-mark No. 379,227 for poultry grit.

Rea Van Anderson, Los Angeles, Cal., has registered the word "Kelp 'n' Fish" and the representation of a fish and kelp as trade-mark No. 378,959 for a supplement for live stock and dairy feeds comprising kelp meal and fish meal, plus a vitamin supplement.

The Dixie Mills Co., East St. Louis, Ill., has registered the words "Dixie" and "Mixer-Mash" as trade-mark No. 379,737 for a concentrated product for use in mixing with grains, millfeed and the like in the production of poultry food to increase the food value.

Raymond O. Klepinger, doing business as Syntha-Milk Laboratories, Ingomar, O., has registered a triangle with the letters "Syntha" as trade-mark No. 372,916 for a preparation used as a foundation for stock feeds, dairy rations, pig feed, poultry feed, bird feed, dog feed, or used as a self-sufficient feed in itself.

Adulteration and Misbranding

The Humphreys-Godwin Co., Memphis, Tenn., pleaded guilty to having shipped "41 per cent cottonseed scgs" that contained less than 41 per cent protein, and was fined \$50 in the federal court.

The Missouri Cotton Oil Co., Cairo, Ill., pleaded guilty to having misbranded sacks of cottonseed meal as containing 100 lbs., when they contained less, and was fined \$150 and costs in the federal court.

The Washburn-Crosby Co. shipped from Kansas City, Mo., into Kansas a quantity of wheat gray shorts and wheat screenings, labeled "Fibre, not more than 6.0 per cent," whereas the fiber content was 7.82 per cent. The company pleaded guilty to misbranding and was fined \$50.

Southern Feed Mfrs. to Meet Oct. 22

The annual convention of the Southern Mixed Feed Manufacturers Ass'n will be held Oct. 22 and 23 at Knoxville, Tenn. Among the speakers will be V. L. Fuqua, head of the State Inspection Department of Tennessee; R. M. Field, executive vice pres. of the American Feed Manufacturers Ass'n; Professor C. E. Wylie, head of the dairy department, University of Tennessee; A. D. Chadwell, extension poultryman, University of Tennessee; Dr. M. Jacobs, head of the animal husbandry department, University of Tennessee; C. F. Holland, executive vice pres., Knoxville Chamber of Commerce; B. J. McSpadden, professor of poultry husbandry, University of Tennessee.

The annual golf tournament will be held at the Cherokee Country Club Oct. 23, followed in the evening by a Dutch treat dinner at the club house.

How to Get Reduced Rates on Feed to Drouth Areas

The Federal Livestock Feed Agency outlines the following procedure to obtain the lower rates on feed to drouth areas:

The prospective feed buyer should contact his county drouth com'te to ascertain whether or not the com'te will certify to the local railroad agent that he is entitled to reduced rates.

County com'ites have been appointed for each county in which reduced freight rates apply. The names of the com'te men in each county may be obtained from the county agricultural agent.

When the county com'te authorizes reduced rates for a livestock owner or other feed buyer in the drouth area, the feed should be purchased in the drouth area.

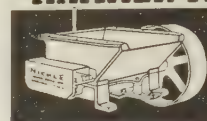
Feedstuffs Movement in September

Receipts and shipments of feedstuffs at the various markets during September, compared with September, 1935, in tons, were:

	Receipts		Shipments	
	1936	1935	1936	1935
*Baltimore	4,472	3,896	.....	.....
*Chicago, lbs.	16,679,000	18,297,000	59,808,000	56,451,000
*Cincinnati	1,440	210	.....	.....
*†Kansas C'y	7,150	4,125	23,275	22,900
*Milwaukee	880	1,735	9,790	8,305
*Minneapolis	2,154	1,545	20,297	32,556
Peoria	8,160	8,460	10,924	8,860
†San Francisco	251	140	.....	.....
*Millfeed. †Bran and shorts. *†Millfeed, bran and shorts.				

chased in carload lots in the usual manner. The buyer of feed should instruct the shipper to bill the feed to the chairman of the county drouth com'te at the point where the feed is to be unloaded. If the buyer is entitled to reduced rates, the com'te will notify the railroad agent (on form of certificate provided) that the reduction is authorized and the railroad agent will, upon payment of the freight charges, deliver the shipment to the buyer on the basis of reduced rates.

EAR CORN AND SMALL GRAIN HAMMER MILL FEEDER



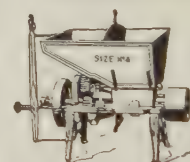
Crushes, mixes and feeds. Variable flow control. Steady uniform output. Tramp metal protection. Nickle Eng. Works Saginaw, Michigan

CHECK YOUR FORMULAS with Laboratory Analyses Protein, Fat, and Fibre —Feed or Grain— Analyzed at Reasonable Rates **Runyon Testing Laboratories** 1106 Board of Trade Chicago, Illinois "Runyon Analyses Help Sell Feeds"

BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

"COMBINATION" MILLS



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THE N. P. BOWSHER CO. SOUTH BEND INDIANA

What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain & Feed Journals, Chicago, and information on where to get what you want will be immediately sent you.

Attrition mills	Iron oxide
Alfalfa meal	Kelp
Beet pulp	Limestone
Blood, dried	Linseed meal, cake
Bone meal	Meat meal, scrap
Brewer's dried grains	Mill feeds
Buttermilk, dried, semi-solid	Minerals
Calcium, carbonate, phosphate	Mineral Mixtures
Cocoanut oil meal	Molasses
Cod liver oil	Oyster shell, crushed
Charcoal	Peanut meal
Commercial feeds	Peat moss
Corn germ meal	Phosphates, rock
Cottonseed meal, cake	Potassium iodide
Dog food	Poultry grits
Feed mixers	Rabbit feed
Feed concentrates	Salt
Percentage feeders	Sardine oil
Fish meal	Screenings
Formulas	Sesame meal
Gluten, feed, meal	Skim milk, dried
Hammer mills	Soybean, meal
Iodine	Tankage
	Vegetable oil
	Yeast for feeding

Information Bureau

GRAIN & FEED JOURNALS Consolidated

332 So. La Salle St.

Chicago, Ill.

Feed Men Hold Feed Session

Over 75 delegates to the Grain and Feed Dealers Ass'n convention at Milwaukee gathered in a banquet hall at noon, Oct. 13, for luncheon together.

MAX COHN, Buffalo, presided at the business session.

ASS'N AFFILIATION

DAVID K. STEENBERGH, Milwaukee, reviewed the associations of the wholesale feed group with the National Ass'n. Said he:

"We look to the future for a closer cooperation between the Grain & Feed Dealers National Ass'n and the wholesale feed group (including jobbers and brokers). Manufacturers of feeds, and retailers, are already adequately served by their own ass'ns, but the wholesale group would gladly disband its National Feed Distributors Ass'n to merge with the Grain & Feed Dealers National Ass'n, if it could be assured of adequate ass'n service concerned with its business interest.

"Serving the wholesale feed trade (the jobbers and brokers) would not be an especially difficult job. The ass'n is now rendering these people good service thru its feed arbitration com'te. This work should be continued and would become of increasing value as gains are made in membership and influence.

"Traffic and transit regulations and rates are a major problem of the wholesale feed trade. Sometimes traffic needs of the feed trade are in conflict with those of the grain trade. The feed trade, therefore, should have a special feed traffic com'te.

"We would suggest that the National Feed Distributors Ass'n become a division of the Grain & Feed Dealers National, but with its own officers and com'te. Its sec'y-treas., however, should be the sec'y-treas. of the Grain & Feed Dealers National and all membership dues, of course, should be paid to the National.

"From the National's office, then, the member wholesalers should receive regular bulletins covering such subjects as all changes in state and national feed laws and regulations, the effect of all legislation such as the Robinson-Patman and Social Security Acts on the trade, timely summaries of market and crop conditions, etc.

"The National Ass'n can be of vital help to sectional feed organizations. The service could be self-sustaining, too, because there are more than 30 state and sectional ass'ns to foot the bill through payment of affiliated dues to the National. There should be a council within the National made up exclusively of representatives of each affiliated feed organization. The council should, in turn, be represented on the executive com'te of the National and the sec'y of the National should be sec'y of the council. It should hold at least one meeting a year, more if necessary and be charged with establishing the Ass'n's feed trade policies.

"The National could also help the retail feed trade through operation of a speakers' bureau for use of its affiliates. It has contacts with many well informed speakers throughout the country and could easily keep a file of speakers with listings by name, topics and territory where available. The state and sectional ass'ns would find such a speaker bureau of great value.

"We would like to see more general use of the National Ass'n emblem on stationery, bill heads, etc. This would awaken more interest in the National organization, and spread its influence."

CONSUMERS' COOPERATIVES

E. J. MALLOY, Milwaukee sec'y of the Wisconsin Wholesale Food Distributors Ass'n, talked on consumer cooperatives. Said he:

The reason for state and national ass'ns is to watch legislation from both the state and national standpoint, before such legislation is made into definite laws that interfere with the businesses of the interested groups.

From trade ass'ns came the Robinson-Patman bill. This bill is simply a means of curbing

monopoly in buying. I am sure that when the Federal Trade Commission has brought decisions out of present cases, you will find that none of you are hurt.

One of the most compelling problems before business men today is the growth of the consumer cooperative movement. The first objection, and the foremost, is that the cooperatives are seeking to be subsidized by the government. A bill introduced in the last session of Congress by the Honorable Byron N. Scott, of California, provides for the setting up of a sum not to exceed \$500,000, to enable the Consumers' Advisory Council and the Consumers' Administration to help organize cooperatives, and then the establishing of the Central Bank for Consumers' Cooperatives to be organized in the various parts of the country with an appropriation out of the Treasury of the United States of not to exceed \$75,000,000. The Secretary of the Treasury would be authorized to establish a consumers' cooperative revolving fund of not to exceed \$75,000,000.

At this time I would like to call your attention to some very interesting information that can be had by examining the record of this hearing. Eight persons appeared for the bill, and unfortunately, not one in opposition.

Mr. Dirksen (Congressman from Illinois) said the ultimate development of that scheme would be the complete destruction of existing retail-distribution facilities of the country if carried to its logical conclusion, so as to embrace all lines of productive enterprise in this country.

An important matter is the exemption from the filing of Federal and State Income Tax Returns, and also the exemption of cooperatives from many other special tax laws. This takes away from the merchants the equality of opportunity that we desire and must have as it increases our cost of operation and decreases the consumer cooperatives.

Religious organizations are entering into the organizing of consumer cooperatives and endorsing this method as the cure of our economic ills. The Federal Council of Churches of Christ in America, have gone to the expense of bringing Dr. Kagawa to America to preach this method of distribution. However, it is interesting to find that Mr. Warbasse, (President of the Cooperative League of the United States) in his testimony before the banking commission, does not entirely agree with the Japanese methods.

We object to a minister, whose church has been built out of the profits of business, now condemning that system which I believe helped to build the largest and finest churches in the world. At the present time we can point with pride at some of the achievements business has made in the last year and know that if the economic ills of our country are left to practical business men we will come out the same as we always have, on top."

HAROLD GRAY, Crawfordville: "I want to support what Mr. Malloy has said about consumer cooperative propaganda in the churches. In our own city the Farm Bureau has been working thru the churches on this proposition."

JOHN CALDWELL, St. Louis, endorsed the comments of both speakers, and believed

that the suggestions for affiliation between the feed and grain interests would work to mutual advantage.

ALEX. MAC DONALD, Boston: The feed business is important and growing. Every grain man handles feed and most feed men handle grain. There is no need for duplication. The National organization should be able to give proper attention to both lines."

Adjourned *sine die*.

Profitable Sidelines

By L. R. McKEE, Muscatine, Ia., before Independent Feed Dealers at Des Moines.

During the past decade the trend in most business has been toward the department store plan. The trend has gained tremendously during the past five years and today is the accepted rule. I do not condemn this trend but refer to it as an acceptable principle of modern merchandising.

The feed dealer in searching for additional lines should consider several important factors: (1) Does the line under consideration tie in with the feed business? (2) Is the community already being adequately served with that particular type of merchandise? (3) What additional costs will attend the handling of the new line? (4) Are you properly organized to handle the additional business? (5) What special training is needed to be reasonably sure of success?

Several dealers in recent years have looked first toward baby chicks as a profitable addition to their line and then have added seeds, remedies, poultry equipment and some have engaged in buying eggs, cream and poultry. It would appear that any or all of these items mentioned could well be classed as desirable lines provided the five points mentioned above can be satisfactorily answered. I believe that the majority of dealers, especially those with a small organization, prefer to stay well within the direct limits of feed merchandising.

Composition of American Feedingstuffs

For the average composition of American feeding stuffs, E. M. Bailey of the Feed Dept. of the Connecticut Agr. Exp. Station, says the reader should consult the very comprehensive compilation of Henry and Morrison. For convenience, a few of the commoner feeding materials are given here, cited from the text mentioned. Except where otherwise indicated, the materials listed may be regarded as containing approximately 10 per cent of moisture.

Feed	Protein lbs. per 100 or %	Fat lbs. per 100 or %	Fiber lbs. per 100 or %
Alfalfa meal	14	2	30
Barley	12	2	5
Beet pulp	9	1	19
Bone meal, raw	24	0	..
Brewers grains	27	7	15
Brewers grains wet (76% water)	6	2	4
Buckwheat feed	19	5	18
Buckwheat feed low grade	13	3	29
Buttermilk dried	35	2	0
Buttermilk semi-solid ..	13	3	0
Corn	10	5	2
Corn gluten feed	25	4	7
Corn gluten meal	36	5	2
Corn and oat feed	10	4	7
Cottonseed meal (choice)	44	9	8
Distillers' grains (chiefly from corn)	31	12	12
Distillers' grains wet (77% water)	5	2	3
Distillery slop (94% water)	2	1	1
Fish meal	51	8	..
Hominy feed	11	8	4
Linseed meal, O. P.	34	8	8
Malt sprouts	26	2	13
Meat scraps	71	14	0
Oats	12	4	11
Oat feed, low grade	6	2	27
Oat meal (rolled oats) ..	16	7	2
Rye	12	2	2
Rye feed	15	3	5
Soybean meal	43	7	5
Tankage (60% protein) ..	60	7	5
Tankage (40-50% protein)	46	16	3
Wheat	12	2	2
Wheat bran	16	4	10
Wheat standard middlings	17	5	6

Feed Prices

The following table shows the closing bid price each week for January futures of standard bran and gray shorts, spot cottonseed meal, soybean oil meal and alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis Spot		Kansas City	
	Bran	Midds.	Bran	Shorts
Sept. 5.....	23.50	30.00	24.35	26.60
Sept. 12.....	24.00	30.00	24.25	27.35
Sept. 19.....	23.50	26.50	23.50	26.75
Sept. 26.....	23.50	26.00	23.75	27.25
Oct. 3.....	23.50	26.00	23.90	27.25
Oct. 10.....	25.00	28.00	25.00	28.40
	St. Louis		Chicago Soy.	
	Bran	Shorts	Beans	Meal
Sept. 5.....	26.00	27.75	1.32	43.50
Sept. 12.....	25.65	28.00	1.26	42.50
Sept. 19.....	25.00	27.50	1.19	40.50
Sept. 26.....	25.25	28.00	1.18½	36.40
Oct. 3.....	25.25	28.00	1.20	36.40
Oct. 10.....	26.75	29.25	1.26	35.50
	Cottonseed Meal		Denver	
	Ft. Worth	Memphis	Alfalfa	Corn
Sept. 5.....	37.00	30.50	27.00	1.14
Sept. 12.....	37.00	32.50	27.00	1.15
Sept. 19.....	36.00	32.50	28.00	1.17
Sept. 26.....	35.00	29.50	27.00	1.18
Oct. 3.....	35.00	29.50	28.00	1.08
Oct. 10.....	35.00	29.50	28.00	1.10

Poultry Feeds and Feeding

The establishment of a Bureau of Poultry Industry by the federal government has been requested by the International Baby Chick Ass'n. Any more buros, boards or commissions will strangle Mr. Taxpayer.

Salt in the poultry ration was studied by the poultry husbandry department of the University of Wisconsin. The experiments indicated that 5 per cent of salt in the ration is more than is desirable; that 2 per cent of salt is not injurious; that 2 per cent of salt is not advantageous; and that groups getting more than 1 per cent of salt in the ration consume more than the normal amount of water, with the result that the litter has to be changed more frequently. This is an unnecessary expense. When meat scraps and dried milk are used in the ration, then one-half pound of salt in 100 pounds of feed will undoubtedly meet the requirements of either the growing chick or the laying hen.

Cornell Poultry Feeding School

Cornell University, Ithaca, N. Y., is exceptionally well equipped for poultry research, and its third annual poultry school, Oct. 27 to 29 promises new facts and ideas.

Daily lectures and discussions are on the program, and all persons have a chance to take part. On the staff of instruction are members of the poultry department at Cornell, R. M. Bethke of the Ohio Agricultural Experiment Station, and J. E. Hunter of Pennsylvania State College, both released for this occasion.

A few of the subjects to be discussed during the three-day period include: Some field problems in feeding poultry; new information on the nature of vitamin D and its application to poultry feeding; research in animal nutrition at Cornell; feeding management during the pullet year; feeding growing chicks; what to consider in changing rations to meet price changes; the influence of the breeder ration on the hatching of eggs and vitality of chicks; and the poultry situation and outlook with special reference to poultry feed materials.

Phosphorus Requirement of Growing Chickens

The Illinois Experiment Station fed eight pairs of cockerels on rations containing 0.26 and 0.5 per cent of phosphorus and a similar eight pairs on rations containing 0.5 and 0.83 per cent of phosphorus. The basal ration was adequate in all other respects, and the pair mates received the same amount of feed. At the termination of the 5-week feeding period the surviving birds were killed and one of the tibia removed from each carcass for analysis.

It was found that the greater the consumption of a rachitogenic diet, the slower was the rate of bone calcification. In general it appeared that the greater the consumption of a diet unbalanced in some particular, the poorer nourished was the animal with reference to the function with respect to which the ration was unbalanced. For the most exact comparison of rations either of which was unbalanced with respect to a nutrient, the equalization of the food index of comparative experimental animals was essential. There appeared to be no reason to believe that the outcome of such a comparison would depend upon the level of food intake of the various pairs of experimental animals. The only effect of a low as compared with a high intake of food was that the lower intake took longer to manifest itself.

This study showed that chicks in the self-inhibiting phase of growth required more than 0.26 per cent but no more than 0.5 per cent of phosphorus in the ration for maximum growth and bone calcification.

Bureau of Poultry Not Wanted

As a people we seem to have accepted the idea that asking for new legislation is the way to get done anything that appears to be desirable. We have almost abandoned any other approach to the solution of problems. Along this line is agitation from the poultry industry for a Bureau of Poultry in the federal government.

As it is now the poultry work of the government is carried on as a branch of the Bureau of Animal Industry, but that isn't enough. Some poultry leaders want a bureau of their own, and precedent entitles them to ask for it. The dairy people did, and got it; the farm equipment people did, and got it. But every time a government office steps up to a higher official rating it means larger appropriations, increased personnel and broadened activities, all in an ever-growing swell. Shrinkage, never!

Who is there to oppose this poultry idea? Not the poultry papers, not the hen professors, not the farm organizations, and by all means not the boys who are now carrying on the poultry work for the government!

And so government moves from one thing to another. It seems rather hopeless to expect that the rank and file of the people will ever come to understand that every such move costs them something in their individual liberties.

The more money we put into the hands of the bureaucrats to spend the more power they must inevitably will have. At some point, if we haven't already got there, bureaucracy becomes autocracy.—*The Corn Belt Farm Dailies.*

Rye in Poultry Feed

Professors Halpin, Holmes and Hart of the University of Wisconsin have made a study of rye as a feed for poultry and found that rye is an unsatisfactory feed for young chicks but may be used in the mash for growing pullets and young hens.

With any combination tried when rye was used as 15 or more per cent of the ration for baby chicks then there was trouble with "sticky droppings." Trouble of this type is more pronounced with rations containing yellow corn 45 per cent, rye 30 per cent than with rations containing yellow corn 25 per cent, oats 25 per cent, rye 25 per cent. After 8 weeks of age trouble with "sticky" droppings disappears.

According to North when rye was fed with a basal comparatively rich in bran middlings and meat scrap there was little difference in egg production between lots fed barley, rye and oats, but the hens fed rye produced eggs which were of somewhat inferior quality according to accepted market standards for albumen and yolk, altho they were fully up to standard in nutritive value. The laxative effect did not appear to injure the health of hens.

As a scratch feed rye was not satisfactory. When hens are allowed to help themselves to

Hay Movement in September

Receipts and shipments of hay at the various markets during September compared with September, 1935, in tons were:

	Receipts		Shipments	
	1936	1935	1936	1935
Baltimore	248	13	.....	.....
Chicago	4,014	2,614	117	60
Cincinnati	2,343	220	.....	.....
Ft. Worth	66	77	.....	.....
Kansas City	5,340	4,908	360	936
Minneapolis	42	478	16	.....
Peoria	50	60	.....	30
St. Louis	396	360	108	156
San Francisco	96	564	.....	.....

common farm grains from hoppers then whole rye was not proven to be palatable.

Rations consisting of alfalfa leaf meal 5, dried skim milk 8, meat scrap 8, limestone grit 3, salt 1, combined with yellow corn 25, ground heavy oats 25, rye 25 or yellow corn 15, wheat bran 15, wheat middlings 15, rye 30 give more satisfactory results with chicks than yellow corn 45, rye 30 and the protein-vitamin-mineral concentrate.

Triple XXX Alfalfa Meal

Use more of it—it's healthful



THE DENVER ALFALFA
MILLING & PRODUCTS CO.
Merchants Exchange ST. LOUIS LAMAR, COLO.

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Slow Speed and High Speed Feed Grinders still maintain lowest cost and highest quality feed and are making profits instead of just swapping dollars. Ask the feed miller who owns one.

Are you interested in establishing a complete feed mixing plant? Write for Bulletin "Your Own Feed Plant."

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CRUSHER & PULVERIZER CO.
2915 No. Market St. St. Louis, Mo.

Poultry Production

by Lippincott and Card

(5th Edition—Revised)

Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities, it includes 238 illustrations. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

Bound in cloth, 723 pages, fully cross indexed. Weight 4 lbs. Price, \$4.00, plus postage.

Grain & Feed Journals

Consolidated

332 S. La Salle St. Chicago, Ill.

Will Feed Tags Guarantee Growth?

The water soluble vitamins have been among the greatest mysteries of nutrition. Feed manufacturers and their poultrymen customers have for many years included milk for its vitamin value as well as its protein benefits.

Vitamin G has been featured as growth promoting and rightly so. However, as an individual product Vitamin G was not available because it never had been isolated as a separate item. In order to get Vitamin G sufficient for insuring growth in young bodies, skim milk powder, buttermilk powder and whey have been widely used. Now scientific journals report a further advance in the knowledge of nutrition.

The factor that causes growth and that has been largely associated with the Vitamin G complex or as the English write it, B₂, is a definite chemical substance which like the products, calcium or milk sugar (lactose), can be crystallized and separated out of milk. This substance is called lactoflavin.

Lactoflavin is so minutely distributed in the watery portion of milk that 100,000 pounds of whey contains less than an ounce of pure material. What this small amount of growth factor means to feed and to the success of a mash is extensively set forth in the scientific journals that report the work of Dr. G. C. Supplee and his associates of the Borden Co. who have been working on solving the mystery of growth factors in milk since 1923.

Concentrating the water portion of milk carrying this growth factor results in a thick liquid exceptionally high in growth producing quality compared to the natural milk.

With characteristic thoroughness science has, at the same time that it developed its method for extraction, developed a means of discovering whether a product has been depleted of its lactoflavin and to what extent lactoflavin is present. It is possible under proper procedure to extract the entire lactoflavin from a dried milk powder,

yet by its physical appearance no sign of this would be indicated in the powder. Dr. Supplee can put such growth carriers as whey to a physical test and in a limited time of a few hours determine the exact strength of lactoflavin present in the product. This achievement is a work of utmost importance.

A greenish-yellow fluorescence or glow is emitted by proper solutions of lactoflavin. When ultra-violet rays from a "Black Light" lamp are thrown on the lactoflavin the glow is intensified. As minute an amount of lactoflavin as one part in 20 million parts solution, like a drop of ink in a rain barrel, can be detected by this test. Very strong solutions of lactoflavin produce a glow in darkness bright enough to read by.

If there is a small amount of power in your automobile storage battery your headlights will be dim. If the battery is well charged the lights will be very bright. This comparison shows how the scientists can determine the exact amount of lactoflavin or growth factor present in a food product. When the greenish-yellow glow is dim the lactoflavin content is low, but when the test sample is highly "charged" with lactoflavin the glow is brilliant.

Growth heretofore has been measured by feeding laboratory animals under controlled conditions. These biological tests require painstaking preparation and analysis by experts. They further require from eight to ten weeks time.

The new method by which it is possible to read lactoflavin content directly has been carefully checked against the slower feed trial method. The new method is reliable and permits a very fine measurement of lactoflavin growth values.

The significance of the development of this new method of measurement has not escaped feed manufacturers or users. The manufacturer who is responsible for the nutrition of millions of chicks and of farm animals is asking "Will this discovery lead to eventful measurement of growth or lactoflavin content in each bag of feed?" and the buyer of feed is beginning to ask "Will it be possible to read on the tag of a bag of feed how much growth or lactoflavin value it contains? Will some day growth values be as plainly marked as the percentage of protein is marked on the bag? Will it be required by law as in the case of protein, carbohydrates and fat?"

The day may not be far off, for in effect it would be merely extending our present knowledge for determining growth factors in milk powders which the new method has made possible. The fact that until now this system of testing has concerned itself chiefly with milk, does not mean that it cannot be applied to other food and feeding stuffs.

In Fig. A is shown pure Crystals of Lactoflavin, the Basic Substance in Feeds Essential to Growth Magnified 45 Times.

In Fig. B the first test tube on the left illustrates the brilliant fluorescence emitted by rich-

ly concentrated Lactoflavin solution—the light is bright enough to read by. The Lactoflavin content of the next four tubes is progressively lower and the sixth tube emits no fluorescence whatever because there is no growth substance present—it contains distilled water. This "Black Light" test is made under ultra-violet rays in a dark room.

The most desirable drive for elevator legs is the gear motor with silent chain drives. I think it makes the most complete fool-proof and lasting head drive obtainable.—Chris Wickey, Nappanee, Ind.

The directors of the U. S. Chamber of Commerce at their October meeting made a flat demand that the federal budget be balanced by reducing expenditures, and requested the repeal of the new tax on undistributed corporate profits. Excise levies imposing burdens or annoyances on business were denounced.



Fig. A

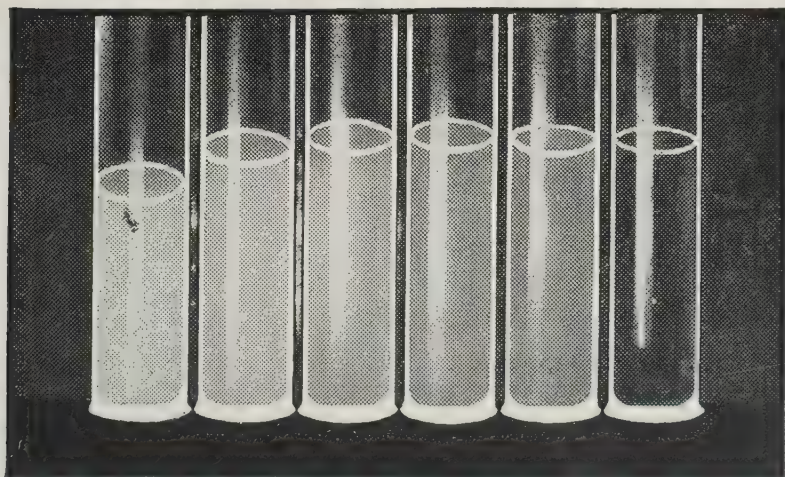
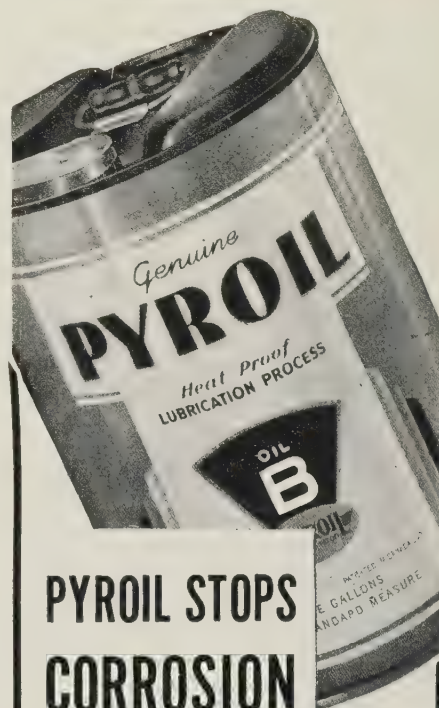


Fig. B



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Feed Situation in the Drouth Areas

A talk made by E. O. POLLOCK, in charge Federal Livestock Feed Agency, before Grain and Feed Dealers National Ass'n, at Milwaukee.

This country is now recovering from the second of the two most extensive and serious drouths in the history of American agriculture. During the past few weeks generous rains have fallen over most of the drouth areas, and there has been a marked improvement in the feed and livestock situation. One of the best ways to visualize the effects of this year's drouth would be to compare it with the great drouth of 1934.

In 1934, when ranges and pastures were rendered unsuitable for grazing, yields of grain and forage crops greatly reduced, and water supplies for livestock became exhausted in many areas, agricultural workers, livestock owners and others became panicky and made astounding predictions as to the outcome of the drouth. This year when it was realized that feed crops would be severely injured by hot, dry weather, livestock owners began conserving feed and making the necessary adjustments in livestock numbers in a business-like manner. Agricultural workers lost no time in developing programs to meet, in the best manner possible, any situation that might arise.

Livestock owners pastured, or salvaged as ensilage or fodder, a large portion of the corn crop that failed to produce grain. Thousands of newly constructed trench silos were filled. A large amount of grain straw was conserved for home use and market. A greater than normal amount of wheat was held on farms as emergency feed and an unusually large acreage of grain was seeded for Winter pasture. These precautionary measures were not taken on such an extensive scale in the drouth states in 1934.

Much assistance was rendered livestock owners by Federal and State agencies in 1934. We also had a certain amount of "luck" in 1934. The winter was mild and maximum use was made of grain pastures. Climatic conditions in the Pacific Coast area were ideal for grazing, which enabled farmers and ranches in that area to release thousands of cars of alfalfa and other hay for shipment to the drouth states. In other words, the results of the 1934 drouth could have been more severe.

The hay crop this year for the United States is expected to be 70,000,000 tons compared with last year's production of 87,000,000 tons and the 1934 production of 58,000,000 tons. The carry-over of hay on May 1, 1936, was reported to be 13,000,000 tons. Hay production per animal unit for the country as a whole this year was 86% of the 1928-32 average and 134% of the 1934 production. For the north central and south central states this year's hay production was about 87% of the 1928-32 average, and approximately 141% of 1934.

An interesting thing about the forage situation at this time is to recall that despite the lowest production of hay on record in 1934, which totaled only 58,000,000 tons, there was a carry-over of hay on May 1, 1935, of 4,512,000 tons.

The first survey of surplus roughage supplies available for shipment to the drouth areas was completed by the Federal Livestock Feed Agency about Sept. 15. Listings of 256,000 carlots of hay, straw and fodder were obtained from that survey. The largest number of listings obtained by the Agency from any monthly survey made in 1934 was 164,000 carlots. The results of this survey indicated a surplus of 62,641 carlots of roughage in 15 of the principal drouth states. The listings for those states from the first survey this year total 147,700 carlots.

Indicated feed grain supplies for 1936-37 are 74,850,000 tons, or about a fourth smaller than last year's supply, but 7% larger than the short supply of 1934. This year's production is supplemented by a carry-over of 16,465,000 tons. Grain consuming animal units on Jan. 1 will probably be 10% less than the 1929-33 average.

The output of wheat feeds during the 1936-37 season may be somewhat larger than last year's production of 4,274,000 tons. Millfeed output during July of over 400,000 tons was almost one-third larger than for the same month last year and in 1934. The production of millfeeds for August was estimated to be about 13% larger than during August last year.

Cottonseed cake and meal supplies of about 1,914,000 tons for the current season were indicated by the September estimate of cotton production compared with an output of 1,737,950 tons last season and 1,614,345 tons during 1934-35. Supplies of soybean meal this season may be around a fifth smaller than last year. The September estimate placed the expected harvest of soybeans in the six principal producing states at 26,400,000 bushels compared with 37,700,000 bushels harvested in these states last year.

Based on reports furnished by State Agricultural Officials, the disappearance of feed grains and roughage during July and August of this year in the principal drouth states was 20% to 25% less than for the same period in 1934.

There has been a marked decline in the rate of consumption of reserve supplies of feed since

the drouth broke in September. Pastures have shown a marked improvement and forage crops, such as cane, soybeans and alfalfa, made a remarkable recovery. One of the most outstanding benefits derived from September rains resulted from the refilling of creeks and ponds in the Great Plains area. Lack of water for livestock in that area had created a serious situation.

It would be impossible to determine what the demand for feed will be during the winter months. Statistics are available to show the relationship between feed supplies and feed consuming animal units, but there is no way of knowing to what extent prices for feed will influence further liquidations of livestock. The kind of winter we have will also exert a tremendous influence on the demand for feed. Heavy snowfall and relatively low temperatures for long periods of time this winter would limit the use of grain pastures and the rate of disappearance of feed might be greater than in 1934-35.

It would appear that feed supplies are ample to bring livestock thru the winter in fair condition, and with effective distribution undue increases in prices for feed may be prevented.

The Federal Livestock Agency was established to help preserve the livestock industry. It collects and disseminates information as to the best sources of supplies of feed; brings together buyers and sellers of roughages and other feeds; encourages the use of substitutes for those feeds that are relatively scarce and high priced; facilitates the transfer of drouth cattle to pastures, and brings together buyers and sellers of breeding stock to, so far as possible, prevent such stock from going to slaughter houses; furnishes livestock owners, county agents, local feed dealers and others emergency freight rate information, lists of emergency drouth counties and other information having a bearing on the feed and livestock situation during the emergency. The Agency is manned with practical feed, livestock and traffic specialists who are in a position to handle such work to a good advantage.

Why is the service rendered by the Federal Livestock Feed Agency helpful? During an emergency such as this one it is frequently said, "There isn't any feed," or that "speculation is being practiced by the feed industry." By listing large quantities of surplus feed and bringing together prospective buyers and persons who have feed for sale at prevailing market prices, this feeling is eliminated to some extent and possibly a certain amount of speculation that might prove detrimental to the livestock and feed industries is prevented. The Special Drouth News Bulletin issued weekly by the Federal Livestock Feed Agency furnishes unbiased information as to the feed and livestock situation and endeavor to help agricultural interests from gaining an erroneous impression of national feed and livestock problems based on local conditions.

The Agency is desirous of doing everything

possible to aid in the orderly marketing of feed without interfering with normal channels of trade. The feed industry is well organized and efficient and should do the buying and selling during emergencies, unless for some unforeseen reason it becomes necessary to do otherwise to prevent a collapse of the livestock industry. The success of the feed business is influenced by the extent to which the livestock and poultry industries are conducted on an economic basis.

Agricultural workers and members of the livestock industry are indebted to the feed trade and railroads for the manner in which they have co-operated with the Federal Livestock Feed Agency in handling feed problems caused by drouths. It is evident that interested groups have a good understanding of these problems and want them handled for the best interests of American agriculture.

Rhode Island received \$6,319.49 in benefit payments to farmers under the A.A.A., and to administer the act in that state cost \$58,459.39.

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Imports and Exports of Feeds

Imports and exports of feedstuffs during July and during the seven months ending with July, compared with the like periods of 1935, as reported by the Bureau of Foreign and Domestic Commerce, were as follows in tons of 2,240 lbs., except hay, 2,000 lbs.:

	IMPORTS		Seven months ending July 31	
	1936	1935	1936	1935
Hay	1,963	525	6,054	66,353
Coconut cake	1,380	3,927	21,670	23,820
Soybean cake	1,265	718	11,380	43,481
Cottonseed cake	382	277	1,841	25,507
Linseed cake	1,543	580	6,887	6,262
All other cake	139	163	1,268	3,918
Wheat feeds	37,790	34,521	168,247	216,854
Tankage	4,016	3,203	29,371	12,353
Fish scrap	1,425	338	21,418	20,705
Beet pulp	1,504	2,641	14,763	21,190
EXPORTS				
Hay	224	252	1,624	2,050
Cottonseed cake .....	...	...	1,957	12
Linseed cake	8,583	16,078	96,856	103,631
Other oil cake	1,992	...	16,902	48
Cottonseed meal	103	18	1,438	678
Linseed meal	555	1,497	4,369	8,008
Other oil meal	4,335	236	21,694	1,133
Fish meal	71	2,632	3,128	14,705
Mixed dairy fds.	78	128	907	1,016
Mixed poultry fds.	133	125	1,137	992
Other mxd. feeds.	114	173	909	782
Other feed, bran.	1,133	525	5,644	3,490
Kafir, milo, bus.	18	788	1,358	3,698
Oyster shell	2,990	579	31,244	24,110

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Better Poultry Feeds Thru Research

From address by J. E. HUNTER of Pennsylvania State College before Pennsylvania Millers & Feed Dealers Ass'n

Poultry nutrition research has made remarkable strides during the last two decades and although it is still in its infancy, much valuable information has been and is being secured that can be used advantageously by the feed man.

Not so many years ago a feed manufacturer was primarily concerned with having the protein, fat and fiber of his feeds come within certain limits. While still concerned over the gross analysis of his feeds, he realizes that quality in feeds cannot always be measured by such determinations.

Nutritional research is doing much to enable the feed manufacturer in "specification" buying of ingredients. It is true that definite standards of quality are not available for some ingredients but for others quality standards have been set up. It was generally believed, years ago, that little difference existed between the various protein carriers. It was known that poultry responded better to a mixture of animal and vegetable proteins. Today the feed manufacturer has a keen appreciation of the value of certain proteins because research in nutrition has shown that certain proteins have a much higher biological value than others. It has been demonstrated that a variety of protein carriers can be blended to make a feed of high biological value.

The quantitative requirements of poultry for protein have been established. Protein holds a unique place in poultry feeding. The chicken cannot form protein, as such, in its body nor can it use any other nutrient in the place of protein. Proteins are of value because of the amino acids they contain. Animal protein usually has a fuller complement of amino acids than has plant protein. The quantitative requirement of chicks, laying hens, turkeys and pheasants have been established. The supplying of ample protein of high biological value to meet the requirements of the bird without providing an appreciable excess of this nutrient does much to increase the profits of the poultryman and the feedman.

Vegetable proteins are receiving considerable attention today. Certain vegetable proteins have been shown to possess high biological value and if properly supplemented with animal proteins of high quality will, when used intelligently, produce excellent results in poultry feeding. Some early experimental work with vegetable proteins did not produce favorable results because of lack of knowledge concerning mineral requirements of poultry. The commonly used animal protein products carry considerable mineral matter, particularly calcium and phosphorus. When vegetable protein carriers replace a portion of the animal protein carriers, it is often necessary to compensate for the mineral loss caused by the substitution.

Fat Requirements.—Little research information has been secured regarding the fat requirement of poultry. The detrimental effect of rancidity in fats has, however, been demonstrated and the careful feed manufacturer endeavors so far as possible to refrain from the use of products containing extreme amount of free fatty acids.

Fiber has received much consideration within the last few years. Not so long ago many feed manufacturers endeavored to make poultry feeds containing as little fiber as possible. Today it is the feeling of many investigators that reasonable quantities of fiber are not harmful but actually helpful. Whole ground oats were shunned by many but are fast taking their place in poultry feeds.

Vitamins have for many years been a headache to the poultry industry. Much confusion has resulted because until quite recently little was known of the quantitative requirements of poultry for the various vitamins. Further con-

fusion resulted because of lack of uniformity in procedures for determining the potency of various vitamin carriers. The situation regarding the vitamins is rapidly clearing up. Much information regarding the requirements of poultry for the various vitamins has been collected and definite procedures are being adopted for the assaying of the vitamin carriers.

Feed Consumption of Turkeys

S. J. Marsden of the National Agricultural Research Center, Beltsville, Md., took the records of feeding typical bronze turkeys at the U. S. Range Livestock Experiment Station at Miles City, Mont., and made the following summary of consumption and cost of feed:

Feed consumption of young bronze breeding hens fed ad libitum, averaged 3.23 lbs. per week per hen for the 8-week winter period; 2.73 lbs. per week for the 16-week spring period, and 3.50 lbs. per week for the 4-week fall fattening period after having been held on limited maintenance rations of 1.40 lbs. of scratch grain per hen per week during the summer period of 20 weeks. For the 48-week year the total feed consumed was 111.52 lbs. By adding 4 weeks to the summer maintenance period the total was 117.12 lbs. for the full year of 52 weeks.

The males ate nearly twice as much feed per average bird as did the females, the requirement for the 48-week year being 226.88 lbs., and for the 52-week year 240.88 lbs.

Using 1934 rations and Montana feed prices it cost \$3.97 to feed the average male for a full 52 week year, and \$1.94 to feed the average female.

Kelp in Poultry Feed

The claims of some manufacturers that kelp contains vitamin D has led to recommendations that it be used in poultry feeds to supply the anti-rachitic factor.

An experiment made by M. Wayne Miller and Gordon E. Bearse of Western Washington Experiment Station at Puyallup exploded this theory. No vitamin D was found in the sample of dehydrated kelp used in the trial. The W. S. C. basal ration supplemented with kelp did not contain enough vitamin D to prevent rickets.

Calcification of the bones was poorer when kelp is added to the ration than when it is not.

The ration recommended by the manufacturers and fed in the experiment consisted of 35 lbs. yellow corn, 30 lbs. ground wheat, 10 lbs. ground oats, 10 lbs. Manamar, 5 lbs. meat scraps, 5 lbs. skim milk powder and 5 lbs. dehydrated alfalfa. This ration did prevent rickets, but it was the conclusion that the chicks were protected not by the kelp in the Manamar but by some components of it such as fish meal or fish oil.

The kelp did not increase the hemoglobin value of the blood of chicks on a normal ration.

The rations supplemented with kelp and cod liver oil were not superior to the ration supplemented with cod liver oil.

The dehydrated kelp used in the trial was supplied by Phillip R. Park, Inc., the manufacturers of Manamar, and contained moisture 7.43%, ash 35.44%, protein 8.57%, calcium 1.60%, phosphorus 0.33%, copper 0.00084%, iron 0.00064% and iodine 0.15%.

The proposed system of federal warehouse receipts on which farmers could borrow, suggested by Governor Landon, Sec'y of Agriculture Wallace says is "probably unconstitutional."

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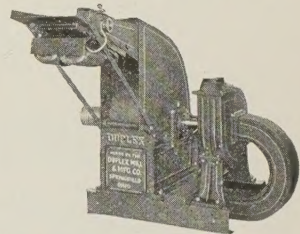
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Grain Trade V. Itinerant Trucker Merchants

By W. R. SCOTT, executive vice-pres., Associated Southwest Country Elevators, before the Grain & Feed Dealers National Ass'n at Milwaukee.

No problem confronting the grain trade at the present time is of the serious importance of that presented by the itinerant trucker, whose inroads upon the business of the established trade have been keenly felt by the trade thruout the country. The subject has been discussed at every grain dealers' convention for several years, but little progress has been made in solving it. It is time that a serious effort be made to relieve the trade of the unfair competition of the itinerant trucker.

I say unfair competition, because it is apparent that our troubles are directly traceable to a difference in treatment of the established trade, as compared to the itinerant trucker, which is grossly unfair. This, of course, has not been intentionally so, but results from the fact that the established trade in common with business generally has been subjected to taxation and regulation which have substantially increased the cost of doing business, while on the other hand, the itinerant trucker, being comparatively new to the law, has not been subjected to a like measure of taxation and regulation and indeed to a very large extent is practically free from any burdens of this kind, and the result is that his costs of doing business are very much less.

It follows, therefore, that to solve the problem, it is necessary to equalize as nearly as may be the burdens of taxation and regulation, and thus eliminate the unfair competition. It is further plain that it is not in the nature of things to expect any reduction in the taxation and regulation of the established trade, and, therefore, relief must be found in subjecting the itinerant trucker to comparable burdens. This is in no sense unfair, as it merely involves the application of the same principles to the trucker as apply to the established dealer. An organization which has been worked out in the Southwest, and of which I will say more later, is based upon this proposition.

Trucker as a Merchant.—In some quarters the itinerant trucker is thought of primarily as a carrier, but in relation to our business, he is a merchant and must be compared to the established trade from that standpoint, primarily. As a merchant, we find that he is practically without any regulation and subjected to no taxation. On the other hand, established dealers must bear the usual taxation of personal property and real estate, the usual licenses and fees, carry insurance, meet community obligations, and in other respects accumulate costs which affect their business.

At the outset, therefore, it is or thought that the itinerant trucker as a merchant must be brought within the usual principles of taxation and reasonable regulation. To be concrete, we have set up definitely the following objectives:

The itinerant who expects to buy or sell should be required to register such intention in every state in which he expects to do business. The purpose of the registration is to enable him to be located for the purpose of taxation and in the event of fraudulent or other illegal operations.

He should be required to secure a license to do business as a merchant, for which he should pay a fee in each state in which he operates as such, not less than \$100 per year.

He should be required to carry adequate insurance to cover bodily injury and property damage to others.

He should be prohibited from offering grain for sale by grade or making any representations as to the grade of the grain.

The license fees and the insurance, which cannot in any sense be considered unfair, would place initial burdens upon the itinerant merchants of not less than \$300 per year, which would be important in equalizing the competition.

As a Carrier.—Another step which should be taken, in our opinion, which would go far toward equalizing the competition, involves the merchant from the standpoint of a carrier. In many states the truck registration fees are outrageously low and should be increased to a reasonable level. In Missouri, for example, they are only \$10.50 per vehicle, while in the neighboring state of Iowa they are \$250 for a 5-ton truck. Of greatest importance, however, is a proper measure of taxation for the use of the highways.

We hold to the view that the highways have been built primarily for private use and that when they are utilized by dealers for purposes of profit, a different measure of compensation should be required, and such compensation should be based upon the use made of the highways. In other words, a tax upon a ton-per-mile basis. By this means the state could be fully compensated for excessive damage done to highways by heavy trucks and for the greater initial costs of building wider and stronger pavements for the use of these heavy vehicles. These measures would still further tend to equalize the competition and are in every sense fair. To a degree, they would offset the cost of railroad transportation which must be incurred by the established trade.

License Fees.—Closely connected with this phase of the subject is the matter of reciprocal exemptions by states from payment of license fees. Reciprocity in this respect has been carried to an unreasonable length. Such measures are logical and desirable in respect to passenger cars, but cannot be justified with respect to freight carriers.

Payment of a registration fee in one state does not compensate another state for the use of its highways, particularly when there is a difference in the fees. A notorious example of such a difference is that between Missouri and Iowa. As I have stated, the registration fee for Missouri for trucks is \$10.50 per vehicle, while in Iowa the registration fee for a truck rated to carry 300 bushels of corn is \$250. Reciprocity between the two states should not exist in any event in view of this extraordinary difference in fees. A recent survey made of highway operation in Iowa shows that 25 per cent of the vehicles reported paid 45 per cent of the fees. This result is undoubtedly due to these reciprocal arrangements.

Safety.—Still another angle to the matter which should be seriously dealt with is related primarily to the question of safety on the highways, proper regulation in this respect would do much toward equalizing competition.

First of importance is the question of the permissible maximum load. At the present time most states permit truck rigs which are unreasonable in weight and length and efforts should be made to bring about reasonable limits. In the Iowa-Missouri territory corn is trucked in loads of approximately 300 bushels. In the state of Texas a load-limit

law makes it unlawful to carry more than 7,000 pounds, or 125 bushels of corn.

Other regulations of a safety nature deal with the condition of the equipment, the condition of the tires and the load, the adequacy of the braking system, the relation of the load to chassis, and other similar regulations, all of which have for their primary purpose the promotion of safety on the highways, but incidentally are beneficial to us in the matter of competing with the itinerant merchant.

That these safety measures are well justified is shown by the appalling record of accidents on the highways in which trucks figure. In the state of Illinois, between 40 and 50 deaths per month are traced to trucks, and figures we have recently seen of conditions in Texas, well show the growing horror list and the necessity of doing something about it. From 1932 to 1935, persons killed in truck accidents in Texas increased from 241 to 572; persons injured increased from 887 to 3,327; and it is stated that, vehicle for vehicle, the Texas truck kills twice as many persons as the Texas automobile.

Finally, efforts must be made to secure more effective policing of existing regulations and those which must be added from time to time. Some states have fairly efficient and adequate policing forces, but, generally, conditions could be much improved by augmenting them. Other states have very little in the way of proper enforcement and the trade should exert itself to secure improvement in this respect.

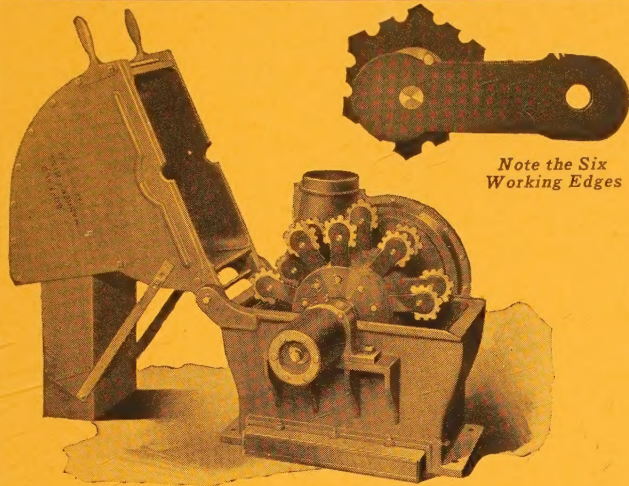
I have discussed briefly the character of remedies which have been considered in the Southwest and I believe that it will be apparent to you that if adopted they would go far toward equalizing the competition between the trade and the itinerant trucker. The program has not been completely developed and the co-operation of the trade in perfecting it is very much to be desired.

Organization in the Southwest.—The grain trade in the eight southwestern states, from Illinois to Colorado, and from Nebraska and Iowa to the Gulf, have joined forces behind Associated Southwest Country Elevators, an organization comprising 8,500 country elevators thruout the territory, to set up committees in each state for the purpose of considering what may be done in each state and to make every fair effort to secure the adoption of its program. In this effort other major industries, namely, coal, lumber, seeds, hay, fruits and vegetables, have joined us and have set up similar committees in each state. Our ass'n has developed a giant amalgamation of the allied trades. We are now prepared, therefore, with a state-wide organization of all the major industries, by an organization as extensive as the southwestern grain area, and we hope, by unremitting effort between now and the adjournment of the legislatures in the several states, to have made some notable headway in dealing with this problem.

Watch Wet Grain

While water is commonly used in fighting fires, strangely enough, it causes indirectly many fires. Dr. David J. Price, of the U. S. Bureau of Chemistry and Soils, told Pennsylvania firemen at their annual meeting at Williamsport, Oct. 6.

Fire caused by water, Dr. Price explained, is better known under a more technical name—spontaneous ignition. Bacteriological and chemical action influenced by water is likely to cause the ignition of hay, feeds and fertilizers. The records contain accounts of many other strange happenings, including a fire starting in a car-load of mixed feed while in transit. The feed had a high moisture content and again spontaneous ignition started the flames. Similar fires have been reported when fertilizers were in storage or shipment. A check showed that in each instance the fertilizer had a high moisture content.



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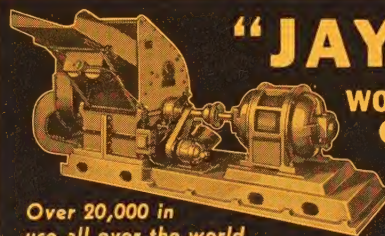
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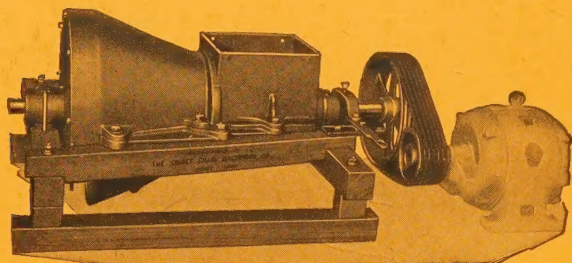
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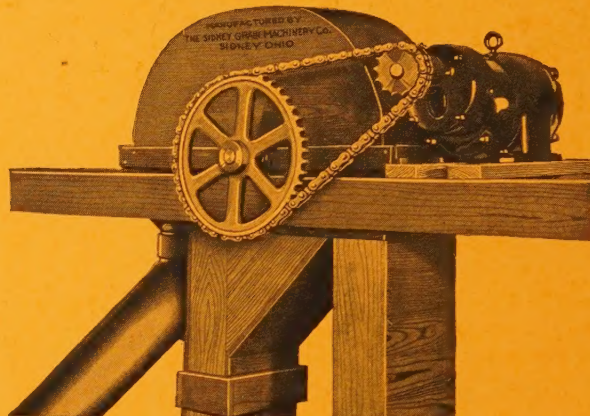
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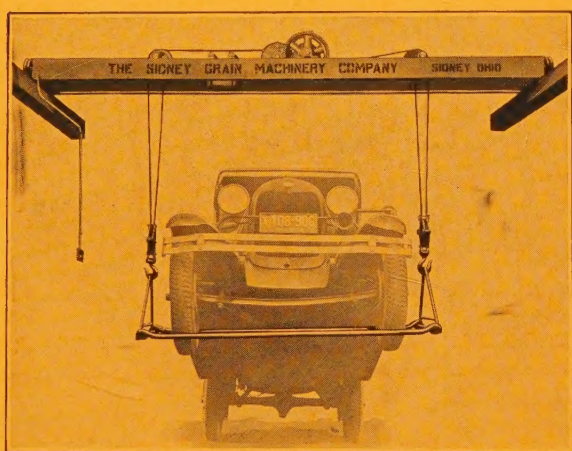
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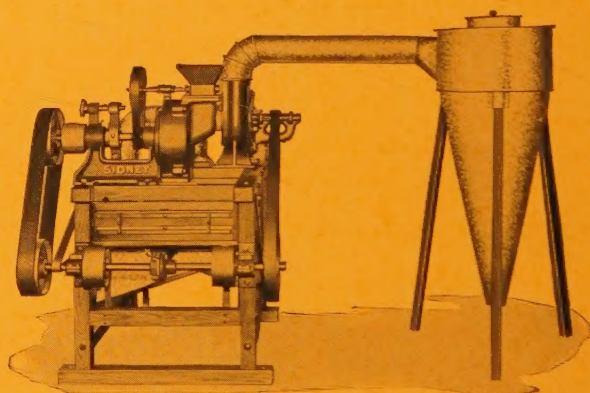
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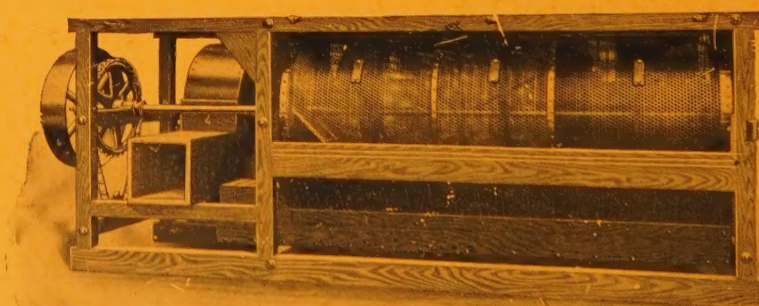
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